

GRAIN & FEED JOURNALS

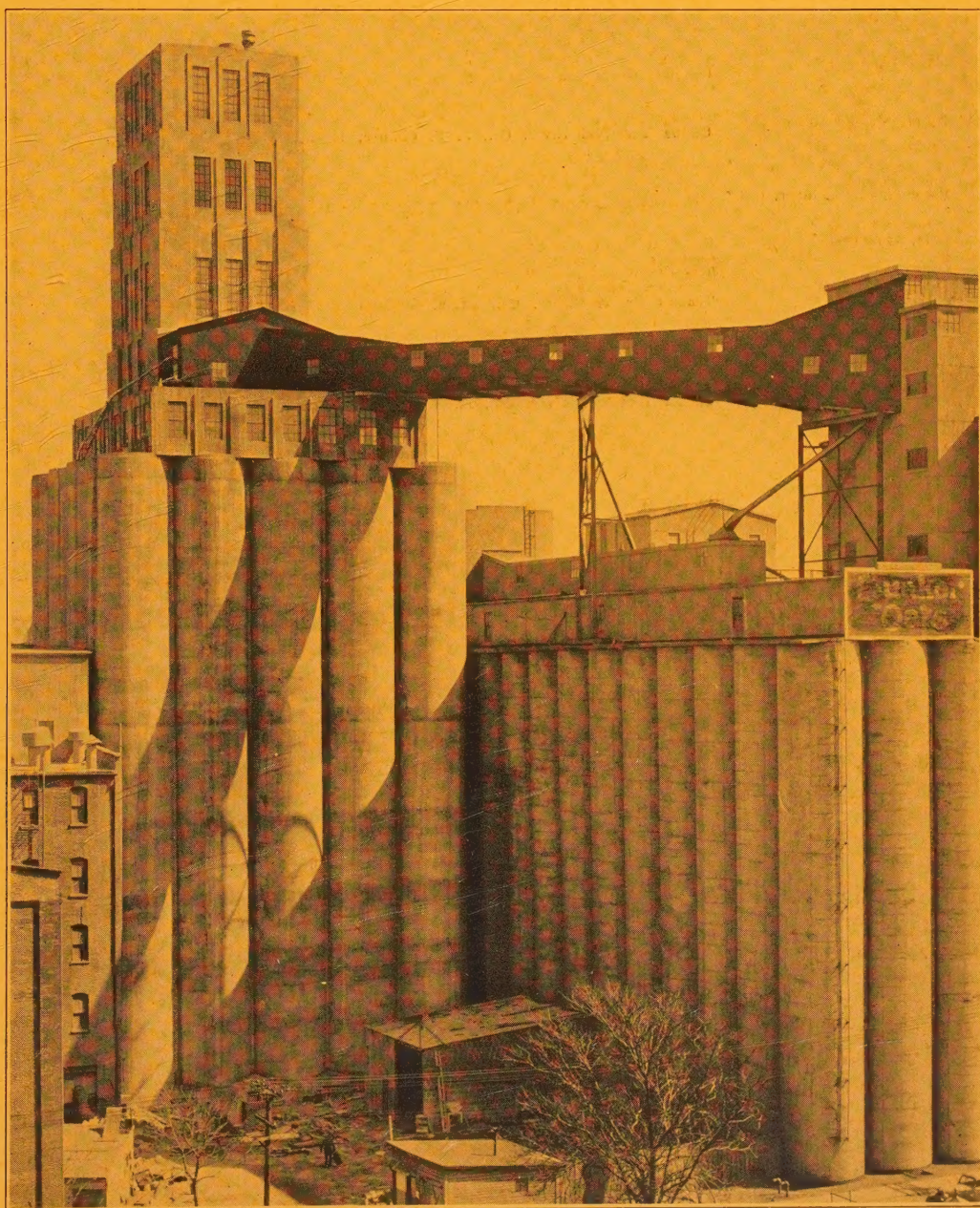
CONSOLIDATED

Vol. LXXXIV. No. 11

Chicago, Ill., U. S. A., June 12, 1940

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A Merger of Grain Dealers Journal, American Elevator & Grain Trade, Grain World and Price Current-Grain Reporter



New Concrete Elevator C of Quaker Oats Co., at Akron, O.
[See description on pages 486-487]

Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

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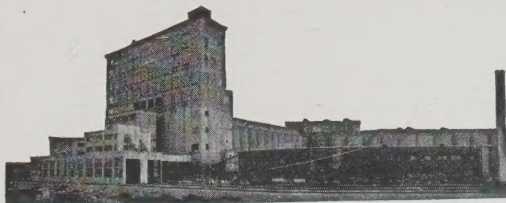
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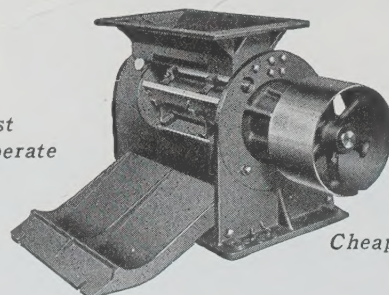
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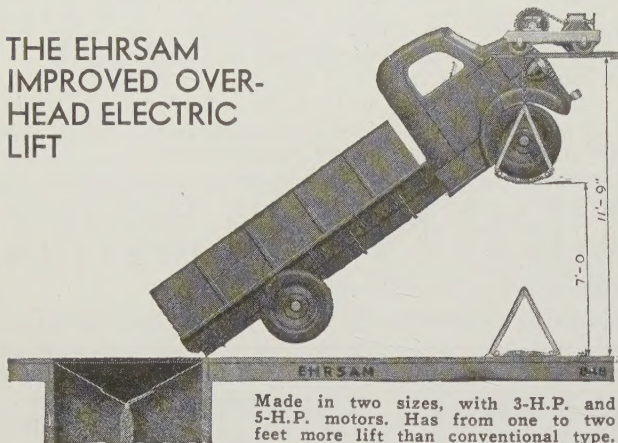
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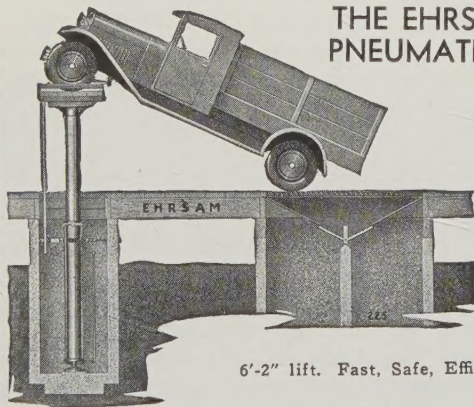
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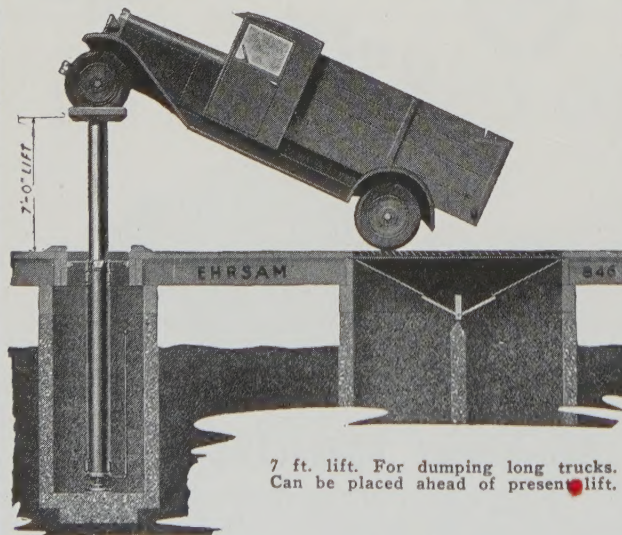
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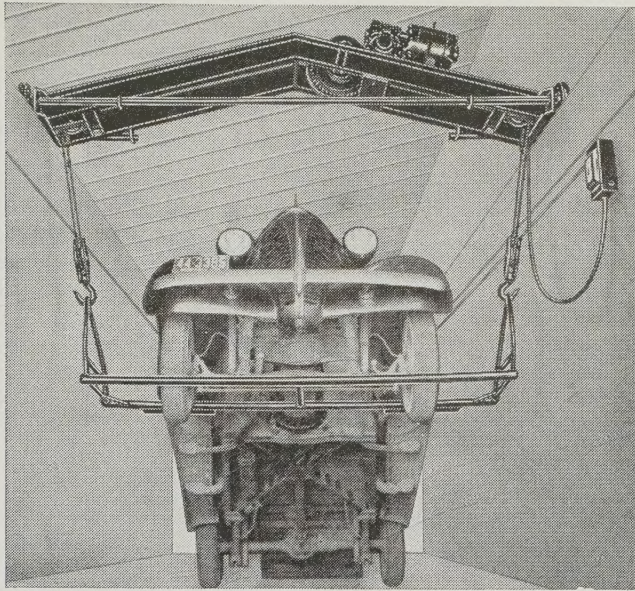
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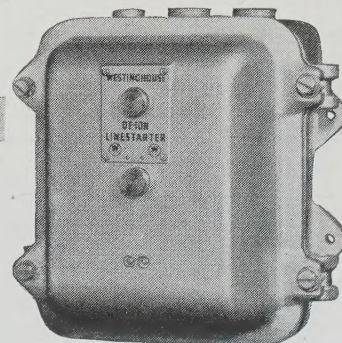
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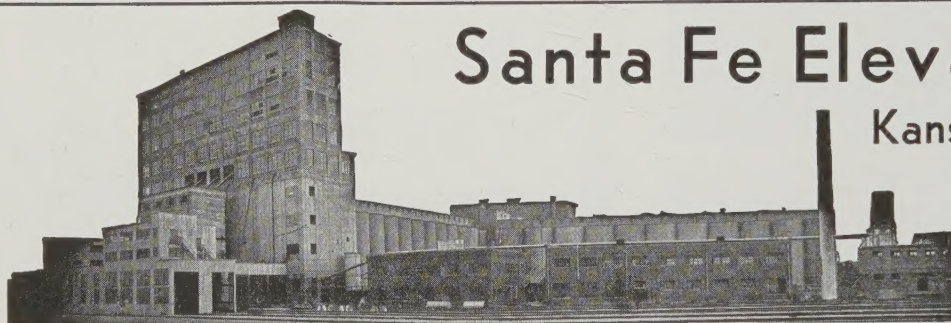
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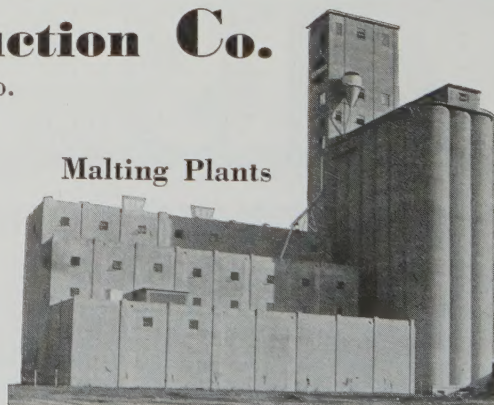
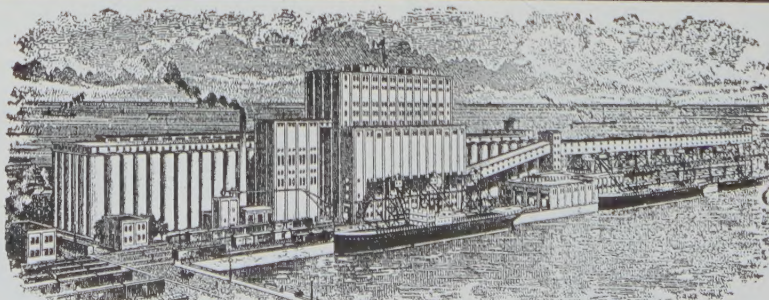
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"WHY it's got teeth like an Alligator!" This was an exclamation made thirty years ago that became a trade mark for a product used today throughout the entire world—Alligator Steel Belt Lacing.

Since then more than 200 million belts have been laced with Alligator and there has been a world wide flood of imitations. But the original, old reliable Alligator Steel Belt Lacing has been getting tougher every year.

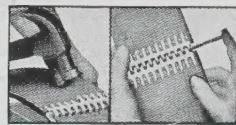
Constant research, backed by dynamometer tests, plus better alloy steels and the constant improvement in die making and stamping practice, have maintained Alligator's position as the world's most universally used belt lacing.

Every plant should have a supply of Alligator Steel Belt Lacing on hand. Twelve sizes for flat belts of all types from tapes 1/16" thick up to belts 5/8" thick. Put up in standard boxes and handy packages. Special lengths for wide belts. Also made in "Monel" and "Everdur". Order from your supply house.

FLEXIBLE STEEL LACING CO.
4692 Lexington St., Chicago, Ill.

ALLIGATOR
TRADE MARK REG. U.S. PAT. OFFICE
STEEL BELT LACING

Just a hammer to apply it



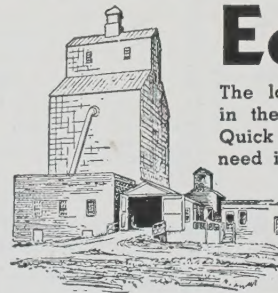
Drives straight
Compression grip
protects belt ends
Smooth on both faces
Embeds in belt
Rocker hinge pin
Joint easily separated

**WRITE
TODAY**

for 72
page pocket
size manual on how
to care for
belts entitled "Short
Cuts to Power Trans-
mission."



Grain Elevator Equipment



The largest and most complete stock in the country. Quality merchandise. Quick shipments. No matter what you need in the way of machinery or supplies, if it is used in a grain elevator or feed plant you can get it from us promptly and at prices that will save you money.

We Manufacture:

DIRECT-CONNECTED GEARED ELEVATOR HEAD DRIVES, AERO-FLEX TELESCOPING PNEUMATIC TRUCK DUMPS, ELECTRIC OVERHEAD TRAVELING TRUCK HOISTS, COMBINATION FEEDER, SCALPER AND MAGNETIC SEPARATOR, PNEUMATIC FEED BLOWERS AND COLLECTORS, VERTI-LIFT RADIAL DISTRIBUTORS AND SPOUTING, PULLEYS, SPROCKETS, GEARS, BEARINGS, CLUTCHES, ETC.

We Distribute:

Attrition Mills—Hammer Mills—Batch Mixers—Molasses Mixers—Corn Crushers—Corn Shellers—Corn Crackers and Graders—Waukesha Power Units—Grain Cleaners—Oat Hullers—Seed Treaters—Scales—Car Pullers—Air Compressors—Motors—Manlifts—Conveyors—Belting—Cups—Rope—Cable—Chain—Dockage Equipment.

GENERAL CATALOG AND PRICES ON REQUEST

R. R. Howell Co.
MINNEAPOLIS, MINNESOTA

Wanted and For Sale

The rate for advertisements in this department is 25 cents per type line each insertion

ELEVATORS FOR SALE

MICHIGAN—Grain elevator and coal business; dwelling and oil station included; good location; on private owned land. Stewart Elevator Co., Linden, Michigan.

TWO EASTERN NEBRASKA elevators for sale; located in good producing territories; priced to sell. Address 84L3, Grain & Feed Journals, Chicago, Ill.

ILLINOIS—10,000 bus. elevator for sale; electric power; new 11 ton scale; doing profitable business; good opportunity. Essex Farmers' Co-op. Elevator Co., Essex, Ill.

IF YOU DO NOT find the elevator you want advertised, place your wants in the "Elevators Wanted" section and you will receive full particulars regarding many desirable properties not yet advertised.

SOUTHWESTERN INDIANA—Terminal elevator, steel and concrete, capacity 135,000 bus. track scale, brick warehouse, truck facilities, plenty of ground for expansion, excellent rate and distribution point. Address 84B5, Grain & Feed Journals, Chicago.

FOR SALE—10,000 bu. cribbed elevator and equipment; coal sheds, office building and dwelling, cob and fuel house, lumber shed. Bradish, Boone County, Nebraska. For further information write to Omaha Bank for Cooperatives, Farm Credit Bldg., Omaha, Nebr.

BARGAIN IF TAKEN AT ONCE—Some one is always looking for an elevator at a good grain point and reads these ads just like you're doing now, so if you wish to dispose of your present property, enlarge your present interests, or embark in the grain business, USE these columns to your best advantage just as others are doing. WE WILL assist you in the composition of copy free. We are in business to be of service to YOU. There is no wrong time to put an ad in the columns of the Journal. TRY IT.

FOR SALE OR LEASE

CONCRETE elevator for sale in A-1 condition and in good territory. For particulars address J. W. DeBoer, York, Nebr.

STOP! READ! THINK! One advertiser writes, "Your service brought me 24 replies." We can do the same for you. Don't wait, write now.

ELEVATOR WANTED

WANT TO BUY OR LEASE a small grain elevator in Northwestern Ohio. Address 84K3, Grain & Feed Journals, Chicago.

FLOUR MILL & ELEVATOR FOR SALE

SOMERVILLE, N. J.—Flour and feed mill for sale; on main line Central Ry.; business established in 1885; sell account illness and close estate; mill fully equipped and running railway siding. Wm. H. H. Wyckoff Co., Somerville, New Jersey.

ELEVATORS WANTED TO WRECK

WE PAY top prices for elevators to wreck. United Wrecking Co., Vermilion Grove, Ill.

ELEVATOR CONTRACTING

SPECIALIZING in grain elevator remodeling. Hollow block elevators sealed water-tight. Iron cladding. Aluminizing and re-roofing. Free estimates. A. L. Smith, Kamrar, Iowa.

Daily MARKET RECORD

A boon to the grain dealer who keeps a convenient, permanent record of daily market quotations for ready reference.

This book provides spaces for recording hourly quotations on Wheat, Corn, Oats, Rye, and Barley. Spaces for a week's markets on a sheet; sixty sheets in a book. Order Form CND 97-5, Price \$1, plus postage. Shipping Weight, 1 pound.

Grain & Feed Journals Consolidated

332 S. La Salle St. Chicago, Ill.

BUSINESS OPPORTUNITIES

COMPLETE feed and seed store in one of the best general farming and dairy sections in the state; better investigate this one. J. W. Cole, Saline, Michigan.

50 BBL. WATER POWER mill with coal and feed business for sale; mill residence; 16 acres and water right; on Big Four Railroad. Yeazell & Baldwin, New Moorefield, R.R. 6, Springfield, Ohio.

KANSAS Elevator practically sold after three insertions. Here's what the advertiser writes: "We enclose check for three insertions of our ad. We have had more than a dozen inquiries from our ad and believe that we will be able to effect a sale." This proves conclusively the value of a Journal Want-Ad.

SITUATION WANTED

WANTED—Position as manager of grain elevator; experienced in grain, flour, feed and coal. Excellent references. Address 84L7, Grain & Feed Journals, Chicago.

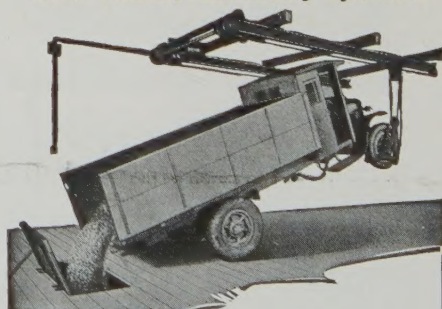
POSITION wanted by inspector-chemist, 18 years' experience; elevator and milling knowledge; prefer western states; available at once; highest references. Write or wire M. K. Meyer, 5705 W. 16th St., Denver, Colo.

HELP WANTED

SALESMEN—Excellent sideline; sell attractive counter display card. "Di-fast" rat killer. Write Standard Products Co., Napoleon, Ohio.

McMILLIN DUMPS

For Standard Truck, Heavy Duty & Semi-Trailer, Electrically Operated



Cut shows standard truck dump

A dump that fills all requirements. Capacity from smallest wagon to largest truck or semi-trailer. Dumps from any length vehicle into one dump door. By adding extension will dump into any number of doors. Operating connections at each door. Can be installed in almost any driveway. Installation simple and very reasonable. All parts of dump in plain view above driveway floor. Vehicles can be raised to any angle for dumping. Can be stopped and started as desired. Under complete control. All-steel power unit completely assembled. Substantially constructed. No delicate parts. **SPEEDY, SAFE and SIMPLE** in operation.

Address

L. J. McMILLIN

525 Board of Trade Bldg., Indianapolis, Indiana

Do It Now

GRAIN & FEED JOURNALS CONSOLIDATED

332 So. La Salle St., Chicago, Ill.

Gentlemen:—In order to keep us posted regarding what is going on in the grain and feed trades outside our office, please send us the semi-monthly *Grain & Feed Journals*. Enclosed find Two Dollars (\$2.00) for one year's subscription.

Name of Firm.....

Capacity of Elevator

Post Office.....

..... bus.

State.....

Use Universal Grain Code and reduce your Tolls

A Merger of Grain Dealers Journal, American Elevator & Grain Trade, Grain World and Price Current-Grain Reporter.

MACHINES FOR SALE

RICHARDSON scale, feed mixer, corn cutter, grader; bargain. W. W. Pearson, Reynolds, Ind.

CORN CUTTER & Grader—has motor—used very little. 84G5, Grain & Feed Jnl's., Chicago.

ONE-HALF TON Horizontal Mixer, buhr corn cutter, hammer and roller mill. Box 175, Rushville, Indiana.

FEED MIXER—one ton—floor level feed—has motor—good as new. Write 84G7, Grain & Feed Journals, Chicago, Ill.

HAMMER MILL with 25-h.p. motor and all attachments. Priced to sell. Write 84G8, Grain & Feed Journals, Chicago, Ill.

FEED MIXER for sale, has motor, and a late machine. Need space. Will sacrifice. Write 84G6, Grain & Feed Journals, Chicago, Ill.

FOR SALE—1 4-bu. Richardson automatic receiving scale; 1 2-bu. Richardson bagging scale; 1 30-h.p. hammermill; 1 50-h.p. hammermill; 1 Burton one-ton mixer; 1 Kelly Duplex one-ton mixer; 1 Anglo American hammermill; 1 24" Robinson attrition with 20-h.p. motors; 1 corn cutter; elevators; a few large pulleys. Everything for the feed mill and elevator. A. D. Hughes Co., Wayland, Mich.

INCREASED CAPACITIES--

A complete stock of buckets, leg belts, head pulleys, motors and head drives enables us to quote you promptly and exactly on the proper equipment to increase the elevating capacity of your elevator legs to any speed you may desire, yet keep power costs low.

Write us about your needs.
No obligation, of course.

WHITE★STAR★COMPANY

WICHITA, KANSAS

Railroad Claim Books

(Duplicating) require little of your time for filing, and contain spaces for all the necessary information in the order which assure prompt attention by the claim agent. They increase and hasten your returns by helping you to prove your claims.

- A is for Loss of Weight in Transit Claims.
- B—Loss in Market Value Due to Delay in Transit.
- C—Loss in Quality Due to Delay in Transit.
- D—Loss in Market Value Due to Delay in Furnishing Cars.
- E—Overcharge in Freight or Weight.

These claim blanks are printed on bond paper, well bound in book form, each book containing 100 originals and 100 duplicates, a two-page index, instructions and summary showing claims unpaid, and four sheets of carbon.

The five forms are assembled in three separate books, each of 200 leaves, weight 3 lbs. Price of each book \$2.00, plus postage.

- 411-A contains 100 sets all Form A.
- 411-E contains 100 sets all Form E.
- 411-B contains 60 sets Form A, 10 Form B, 10 Form C, 10 Form D and 10 Form E.

Grain & Feed Journals

Consolidated

332 South La Salle St. Chicago, Ill.

MACHINES WANTED

WANTED—Second hand overhead Electric Truck Lift. Meriden Grain Co., Meriden, Minn.

MOTORS—GENERATORS**ELECTRICAL MACHINERY**

Large stock of motors and generators, A.C. and D.C., new and rebuilt, at attractive prices. Special bargains in hammermill motors, 25 to 100 H.P., 1200 to 3600 R.P.M. Write for stock list and prices. Expert repair service.

V. M. NUSSBAUM & CO., Fort Wayne Indiana.

MILLS, MOTORS, ENGINES—24" Monarch, 30" Sprout Waldron direct motor driven attrition mills; 100 h.p. Fairbanks-Morse oil engine; 5 K.V.A. A.C. generator direct connected to LeRoi gasoline engine. All priced to sell. Large stock **REBUILT GUARANTEED** electric motors, all types and sizes for farm, mill and elevator service. Write us on your requirements, we buy, sell, repair and exchange. Rockford Electric Equipment Co., 728 S. Wyman St., Rockford, Ill.

MOTORS-PUMPS: Guaranteed rebuilt electric motors, pumps, etc. Largest stock in Illinois, outside of Chicago. Will take your equipment in trade; also offer emergency motor repair and rewinding service. Distributors for Wagner and Peerless motors, specially adapted for farm and grain elevator application. We offer free engineering advice on your problems. Write us without obligation. New illustrated bulletin No. 23, just off the press, will be mailed on request. Rockford Power Machinery Co., 6th Ave. and 6th St., Rockford, Ill.

SCALES FOR SALE

20 TON HOWE scale, 32x9, with steel and Weightograph. What do you need? Perhaps we have it. Dillon Scale Co., Dallas, Texas. "Since 1920."

100 TON R.A.E.A. 50 ft. long "10-60" track scale complete with structural steel and platform. Scale was shop overhauled last year. Now used for official grain weighing. For sale at tremendous sacrifice. Address 84L10, Grain & Feed Journals, Chicago.

STOP that loss now! Why continue using inaccurate scales? We manufacture all types of motor truck and warehouse scales. 30-day trial offer. 5-year guarantee. Also some good used scales. Write for details. Bonded Scale Co., Dept. GFJ, Columbus, Ohio.

SAMPLE ENVELOPES

SAMPLE ENVELOPES—SPEAR SAFETY—for mailing samples of grain, feed and seed. Made of heavy kraft paper, strong and durable; size 4½x7 inches, \$2.35 per hundred, or 500, \$10.00 plus postage. Sample mailed on request. Grain & Feed Journals, 332 S. La Salle St., Chicago, Ill.

Some **SERVICE** to your ads. I sold my elevator to the first man that answered the ad. But I received a nice number of inquiries, too. Kansas Dealer.

Confirmation Blanks

Simple - Complete - Safe

If you would avoid trade disputes and differences, and prevent expensive errors, use triplicating confirmation blanks. You retain tissue copy, sign and send original and duplicate to customer. He signs and returns one and retains the other.

This places the entire burden for any misunderstanding of your intentions upon the other party and protects you against the expensive misinterpretation of your trades.

The use of these confirmations makes for safer business. Spaces are provided for recording all essential conditions of each trade.

Fifty confirmations in triplicate, bound with pressboard and wire stitched, size 5½x8". **Order Form No. 6 CB.** Weight, 9 oz. Price 75c; three copies \$1.95, plus postage.

Grain & Feed Journals
CONSOLIDATED

332 South La Salle St., Chicago, Ill.

Scale Ticket Copying Book

Contains 600 original and 600 duplicates of form shown herewith. Four originals and four duplicates to each leaf. Printed and perforated so outer half of sheet bearing originals may be folded back on the duplicate, thus giving an exact reproduction of all entries on the original. Leaves are machine perforated between tickets so they may be easily removed without tearing.

Printed on bond paper, check bound, in heavy board covers, size 9½x11 inches, and supplied with 6 sheets of No. 1 carbon. **Order Form 73. 150 pages. Price \$1.30, plus postage.** Weight, 2¼ lbs.

Cash with order for twelve books earns 10% discount.

Send all orders to

Grain & Feed Journals Consolidated

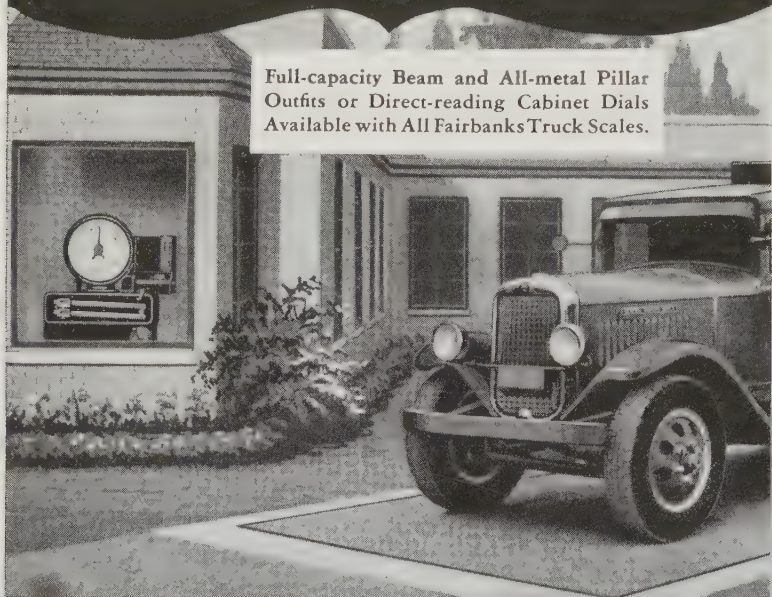
332 So. La Salle St., Chicago, Ill.

No. _____	_____ 19. _____
Load of _____	
From _____	
To _____	
Price per bu. _____	Gross _____ lbs.
Test _____	Tare _____ lbs.
Man ON—OFF _____	Net _____ lbs.
	Net _____ bu.
	_____ Weigher

(Three-Fourths Actual Size)

WHEN THE NAME ON YOUR SCALE IS FAIRBANKS

Full-capacity Beam and All-metal Pillar
Outfits or Direct-reading Cabinet Dials
Available with All Fairbanks Truck Scales.



When your customers see the name *Fairbanks* on your scales—it means the same to them as it does to you—dependable accuracy proved in more than a century of scale-making experience. Perhaps your problem is speedy handling of heavy loads. Perhaps it is to stop mysterious leaks that are eating into profits. Perhaps it is modernization. Regardless of what it is, take it to Fairbanks-Morse. The name *Fairbanks* was made the greatest name in weighing by repeated demonstrations of ability to solve any problem that can be solved with scales. Address Fairbanks, Morse & Co., Dept. 37, 600 S. Michigan Avenue, Chicago, Ill. Branches and service stations throughout the United States and Canada.

7676-SA22.24

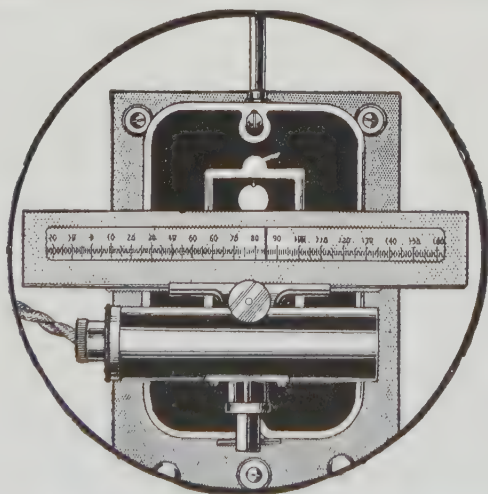
FAIRBANKS-MORSE

DIESEL ENGINES
PUMPS
ELECTRICAL MACHINERY
FAIRBANKS SCALES
RAILROAD EQUIPMENT

WATER SYSTEMS
WASHERS-TRUCKERS
FARM EQUIPMENT
STONERS
AIR CONDITIONERS



Scales



Our Thermometer System

points out the danger spots in your storage bins.

Grain in need of turning should not wait in line.

Give it preference and watch its performance after turning through the use of a ZELENY THERMOMETER SYSTEM.

ZELENY THERMOMETER COMPANY

542 South Dearborn Street
CHICAGO ILLINOIS



SIDNEY TRAVELING TRUCK DUMP

designed for your driveway
with
special geared motor unit and push button control.

**STURDY
SILENT
FAST**

Send for descriptive literature.

THE SIDNEY GRAIN MACHINERY COMPANY
SIDNEY, OHIO

GRAIN & FEED JOURNALS

CONSOLIDATED
INCORPORATED

332 S. La Salle St., Chicago, Ill., U.S.A.
Charles S. Clark, Manager

A merger of
GRAIN DEALERS JOURNAL
Established 1898

AMERICAN ELEVATOR &
GRAIN TRADE
Established 1882

THE GRAIN WORLD
Established 1928

PRICE CURRENT - GRAIN REPORTER
Established 1844

Published on the second and fourth Wednesdays of each month in the interests of better business methods for progressive wholesale dealers in grain, feed and field seeds. It is the champion of improved mechanical equipment for facilitating and expediting the handling, grinding and improving of grain, feeds and seeds.

SUBSCRIPTION RATES to United States, Canada and countries within the 8th Postal Zone, semi-monthly, one year, cash with order, \$2.00; single copy current issue, 25c.

To Foreign Countries, prepaid, one year, \$3.00.

THE ADVERTISING value of the Grain & Feed Journals Consolidated as a medium for reaching progressive grain, feed and field seed dealers and elevator operators is unquestioned.

Advertisements of meritorious grain elevator and feed grinding machinery and of responsible firms who seek to serve grain, feed and field seed dealers are solicited. We will not knowingly permit our pages to be used by irresponsible firms for advertising a fake or a swindle.

LETTERS on subjects of interest to those engaged in the grain, feed and field seed trades, news items, reports on crops, grain movements, new grain firms, new grain elevators, contemplated improvements, grain receipts, shipments, and cars leaking grain in transit, are always welcome. Let us hear from you.

QUERIES for grain trade information not found in the Journal are invited. The service is free.

CHICAGO, ILL., JUNE 12, 1940

BUILDING a new grain storehouse of interlocking concrete staves, in the estimation of grain handlers of experience, is courting real trouble. Rain beats in the cracks and freezes or else starts the grain to heating.

IN an arbitration ruling by the arbitration com'te of the Chicago Board of Trade awarding an Ohio shipper \$79.28, comment in this column stated that the com'te seemed to have leaned backward in favor of the shipper, whereas the facts indicate that an impartial decision was handed down by the arbitration com'te.

EXTRA HUSKS and stalks of machine picked corn carry so much corn to the cob house farmers are glad to haul what is thought to be refuse back to the farm. Observing chickens can be depended upon to separate the grain from the chaff without cost to the farmer, but the careless corn buyer who neglects to discount corn overloaded with husks will pay the bill.

OUR NEWS columns this number tell of unusual activity in the improving of old and the building of new elevators. Evidently many grain merchants doubt that the government proposes to take over the grain business.

EXPLODING air pressure tanks prove conclusively that so-called safety valves can not be depended upon when they get dirty and stick. An occasional cleaning will improve the efficiency of the valve and reduce the hazard of the pressure tank. The damage caused to the elevator can easily be repaired, but lives and limbs can not be renewed.

MIDNIGHT marauders pulled a new trick recently while the manager of an Indiana elevator was sleeping. Loading the company's truck with the office safe that contained money and all records of the business they drove away unmolested. Strong locks, bright lights and a high fence would help to safeguard property not favored with automatic alarms or night watchman's frequent visits.

WHILE it is gratifying to learn that the administrator of the wage and labor act has reversed the ruling of the regional administrator in California so a feed dealer selling to a farmer is exempt as a retailer, yet this may again be upset by the courts until Congress amends the law to prevent vacillations by administrators. At any time the administrator may revert to the position that the farmer is an industrialist and not a consumer, that he is engaged in converting a purchased raw material into a finished product for resale, just as a manufacturer.

WIRE IN ANY form is decidedly objectionable in bagging feeds for animals. Staples and baling wire have contributed to the mortality rate of all livestock in a measure that has brought about the enactment of laws prohibiting the use of wire in tagging or packing feedstuffs of any character. One of the latest states to prohibit the use of wire is California. Its new law will go into effect July 1st. No feed manufacturer or dealer is willing to discourage the use of his products through the use of wire which is sure to jeopardize the livestock of customers.

THE SENATE Banking and Currency Committee has unanimously approved the bill of Senator Byrnes of South Carolina increasing the CCC's borrowing power to \$4,400,000,000.00, so grain and cotton growers will be encouraged to speculate in the products of the farm without hesitation and without the usual credit requirements. If the markets decline enough to wipe out the collateral held by CCC and any other assets the borrowers may hold, clear of liens, the AAA will be eternally condemned for luring the down-trodden producer into the infamous pits of speculation. If the growers profit by holding O.K., but if they lose, horrors to contemplate the howls.

SOME ELEVATORS constructed of concrete slabs fail to keep out the rain on windy days. It does not require much water to start grain stored in leaky bins to heat and if Jack Frost congeals the moisture, the ice may burst the wall.

THE MORGANVILLE, Kansas, grain buyer, who advised the farmers of his territory to "store and forget you have any grain," now regrets that he shipped the stored grain and forgot he did not own it.

RECEIVERS seldom have any sympathy with the bankrupt grain buyer who has been paying more for grain than it was worth. Through all the ages cut-throat competition has invariably hurt the overbidder more than anyone else.

OUR INTERESTING reports of grain and feed conventions do not reflect any increase in the popularity of the tricky gypsy grain merchant. He now has such a well established reputation for swindling practices, it will take many years of honest dealing to regain the confidence of his victims.

DESTRUCTION of the hedging market by price pegs on the futures deprives the cash grain merchandisers of protection against loss by reason of market fluctuations, right on the eve of a heavy post-harvest movement of grain to market. Pegging the price of July soybeans at 89½ when the cash commodity sold last week at 81 cents is meaningless. To stay in business the cash grain merchandisers will have to become speculators and greatly widen their spread between bid and asked to make the profit commensurate with the added risk. Millers who in other years bought liberally for future grinding and sold a future will be constrained to buy only for immediate needs, with the possibility that at times there might be no buyers at any price.

CORN not under loan to the government is quoted at 68 cents for No. 2 at Kansas City; but the freight rate from Nebraska points to the Pacific Coast is so high that corn from Argentina can be shipped there at a profit. Now the Washington bureaucracy is said to be planning a cut in freight rates to the Coast or having the Tariff Commission place a quota on imported corn. To maintain a high price level on the half billion bushels under its control the bureaucracy has gone so far as to pay a subsidy to three grain firms to export 25,000,000 bus. of corn to Great Britain. The F.S.C.C. having funds to spend bought the Iowa corn of the C.C.C. As price manipulators the bureaucrats surpass Jim Patten in his palmiest days. The leading daily newspaper of Buenos Aires complains of this dumping of subsidized corn in Europe as hardly consistent with the good neighbor policy, and our President sends two warships to South America.

Shippers Failing to Get Living Rail Rates Buy Trucks

The grain trade takes note of a resolution from the floor adopted by two ass'ns of Texas grain dealers at their conventions this spring. The resolution pleaded for repeal of Texas' 7,000 lb. load limit law applying to trucks, and asked that accepted national safety standards for trucks be substituted therefor.

This sharp reversal from the earlier stand of these ass'ns on the truck problem marks the beginning of open rebellion on the part of grain dealers against the railroads. Involved is failure of the latter to make cuts in rates sufficient to hold grain traffic to the rails.

Grain dealers at the Texas convention openly accused the Texas Railroad Commission of being railroad minded instead of public minded. Reference was made to changes in rate schedules during the last year which allowed reductions, but cancelled out these reductions by eliminating differentials. Reference was made also to the hypocrisy of living under an unpopular law, with law enforcement agencies winking at violations and making fines no heavier and no more frequent than the traffic can bear.

Here and there are groups of grain dealers who continue to support the railroads and who continue to ask legislation to curb the itinerant merchant and eliminate the trucker as a competitor. Executive Sec'y E. N. Sunderland, of the Associated Producers & Distributors of Kansas, appearing before the Kansas convention, admitted an indifference on the part of grain dealers in some cases.

Meanwhile, many progressive grain dealers, disgusted with failure of their states to enact effective truck laws to curb the gypsy peddler and with failure of the railroads to match their rubber-tired competition in the transportation business, have themselves bought trucks. They have entered competition with the traveling traders and so far established grain merchants have operated their own trucks very successfully.

The business-like methods of experienced grain dealers quickly wins the confidence of those who have dealt with the gypsies. An example is the Colorado elevator operator who bought seven trucks last fall, shuttled them back and forth across Nebraska, carrying wheat eastbound, and corn westbound. In six months' time he had trucked 240,000 bushels of corn from eastern Nebraska and Iowa to eastern Colorado points, and sold the corn to Colorado feeders, and to other elevators with a feeder trade. His trade built itself quickly. Other elevators, trusting his checks, and having faith in his reliability, telephoned to offer him loads, or to give him orders that kept his trucks busy with pay loads both ways.

The trend in the grain trade is marked. The time has come for the rail-

roads to reduce rates. Grain dealers are no longer satisfied with vague excuses about limitations set upon the railroads by the Interstate Commerce Commission. Nor are they satisfied with half-hearted minor cuts in rates that fail to hold traffic to the rails, or local reductions that fail of their purpose.

A deep cut in rail rates across the board on grain, and applying all over the country, would still return the grain business to the rails. But the cut dare not be half-hearted. It must be deep enough to meet the competition of the trucks.

Failing in this the railroads will find more and more grain dealers entering into the trucking business as a means of self preservation.

Reducing Production of Grain Now a Heinous Crime

Oblivious to the fact that millions of European citizens are spending all their time, strength and energy on the battle fields or in ammunition factories, leaving few able bodied men to work the fields, several of the alphabetical bureaus of the Department of Agriculture persist in discouraging the production of grain in the U. S. A. Most of our farmers are in business primarily for a profit, and all intelligent producers know full well that the European demand for all grains will exceed the ability of North America to produce. So long as the war continues, distant producers of surplus stocks like South Africa, Argentina Republic, India and Australia will be greatly handicapped by the lack of ocean going vessels and convoys to insure the safe delivery of their cargoes at destination so both neutrals and belligerents will be dependent largely upon North America for their foods.

The AAA continues its efforts to reduce the production through its excessive loans, acreage allotment and crop insurance which is denied to farmers who fail or refuse to abide by the allotment acreages of the Department of Agriculture. The farmers fully appreciate that continued reduction in the grain production of Europe will strengthen the European demand for North American grain. If North American farmers give any consideration to the needs or the demands of European sufferers for food they will ignore all the restrictions and regulations of the Department of Agriculture relating to acreage planted and follow their own convictions regarding the prices that will prevail in the world's grain markets.

There is one thing our short-sighted bureaucrats have always overlooked and that is that grain, especially wheat, is a world commodity and like all commodities handled in international trade, its market value is controlled by conditions prevailing throughout the world.

Farmers who are interested in increas-

ing their own profits from their operations and in reducing the suffering in Europe will double their efforts to produce more and better grain than ever. While reducing the acreage planted to grains may help to conserve the soil, it will surely sacrifice many suffering humans who are dependent upon North America for their food.

The Uniform Grain Storage Agreement

Under the uniform grain storage agreement with the Secretary of Agriculture as published in C.C.C. Form H the contracting warehouseman is required to receive into store only so much grain as he chooses to make room for. He can utilize most of his storage space for his own business.

It is provided, however, in paragraph 8 that when a warehouseman stores grain for others than the government agency he can not ship out grain represented by outstanding warehouse receipts to be stored at another warehouse, except under regulations prescribed by the Secretary. Just what these regulations may be remains to be seen; and they give the Secretary control over grain in which the government agency has no interest. A cautious warehouseman would like to know in advance of signing just what were the regulations under which he was to be permitted to move grain in which the government agency had no interest.

If a warehouseman once fills his available space with grain held for the government agency he is prevented by paragraph 8 from moving out government grain to a terminal to make room for more grain than his own elevator will hold. In the Northwest this has been permissible.

Contrary to some reports the storage agreement does not run indefinitely. It is provided in paragraph 29 that its automatic renewal on expiration of the annual storage period May 31, June 30 or July 31 may be prevented by the warehouseman giving notice to the Secretary 30 days prior to the next renewal date.

As to the charges allowed for storage, unloading, loading out, conditioning, insurance, etc., it is quite safe to assume that some warehousemen have told Washington that the specified allowances were satisfactory. There are cut-throat chisellers in every industry.

Many grain elevator operators whose volume of business is small can not afford to handle the government grain at the allowed rates. If all of their grain was handled at the allowed rate in the course of time they would have to go out of business, as the cost of operation of some exceeds the allowance by the government.

Acceptance of the contract is not compulsory. Any warehouseman who feels that the charges are too low is at liberty to use all of his space for his own grain, or to make a counter-offer at a higher rate.

The Need of a United Grain Trade

By E. H. SEXAUER, Brookings, S. D., pres. Grain & Feed Dealers Nat'l Ass'n, before Nebraska Grain Dealers & Managers Ass'n

EACH DAY WE BEGIN TO LIVE ANEW. Yesterday's events become history in the face of today's swiftly changing story. Today, we live and work without knowing what tomorrow's conditions will be. The world has become authoritarian except in a few places and society exists under the rule of men instead of rule of law.

CONCENTRATION OF POWER.—Even in nations which cling to the democratic ideal, there is a trend today toward assumption of power by individuals and groups. The explanation is always made that the concentration of personal power is a necessity of the times and that emergencies exist. A reading of history reveals that men build, and that society progresses in times when laws are carefully written so all may read and heed, and when personal or discretionary power is at an absolute minimum, or is practically absent. The opposite comes when personal or authoritarian rule increases.

TREND IS DISASTROUS.—We who are engaged in handling and distributing grain have watched this new trend toward authoritarian and bureaucratic control and supervision over agriculture and industry with increasing concern. Because this trend is so disastrous to the normal functions of any trade, and because it lowers or destroys the efficiency of the grain trade in its service to agriculture, we have opposed and fought these tendencies which concentrate powers in an individual or bureau.

Even when the individual discretion is well intentioned and seems to be used to the benefit of some groups as in the case of agriculture, it is still dangerous to a free society because, first of all, rights and liberties which have been gained through centuries of struggle are in jeopardy, and second, because there is created business uncertainty. This naturally follows when powers are not clearly defined, and when rules and regulations which definitely affect human and business relations are in effect made a law by the word of some government individual. This is the situation which confronts the grain trade today.

The grain business as we knew it yesterday is constantly being changed by rules and regulations not clearly authorized, and we face tomorrow with uncertainty. It is this uncertainty which today causes businessmen to hesitate in making plans for the future, not knowing what regulations or conditions they may be operating under tomorrow. It definitely retards progress and discourages action and plans which would result in increasing the efficiency of the service which the grain trade is constantly striving to render agriculture. So today the grain trade do not know how to plan. They are in a quandary, not knowing whether government agencies will expand their program of steel bins for surplus corn; whether they will use steel bins in preference to country and terminal warehouses; whether their control over volume and movement of grain will further limit the field of the cash grain commission man; whether they will gradually sap the economic strength of private business by increasing favors of volume to co-operatives; and not knowing when they do use the facilities of the trade, whether they will allow rates that have been recognized after many years of trade practice as being fair or remunerative, or whether they will by arbitrary action strangle the trade by rates too low for the volume which is passing into government hands.

These are questions which your national association has been pondering, and which we have been discussing with representatives of the U. S. Department of Agriculture. Decisions on these questions are now being made by Agricultural Department representatives which mean

the economic life or death of thousands of grain men.

BURO HAS NO AUTHORITY TO WAREHOUSE GRAIN.—We are unable to find that there is anything in the agricultural adjustment act which clearly gives the government the authority which they have assumed when they set up a huge warehouse business in direct competition with private and commercial warehousemen, which is exactly what was done when steel bins for corn were erected. Neither does the act even imply that government agencies could use some of the established grain trade facilities on terms dictated by the government, and that other services of the trade should be ignored and supplanted by government agencies or services.

CO-OPERATIVE GROUPS SHARE OUR ALARM.—Even tho they may be favored by volume, the co-operatives have to work under the same conditions as the private trade, and accept the same rates. Men representing co-operative organizations have told us that they are keenly disappointed with the rates and conditions of the contract now being offered by the government to warehousemen, nor are they pleased over the actual situation of government competition in grain warehousing. Two co-operative groups have approached us with plans for co-operation in this struggle against unfair government competition. They realize the danger of operating a business dependent upon its volume and rates and terms, on the whim of an individual or bureau, or of a changed political situation.

TO MEET THIS SITUATION of increasing concentration of power in the hands of a few individuals whose decisions may destroy or impair the grain trade service, it is imperative that the grain trade be represented by a strong united national association, which can speak for the entire grain trade with force and conviction.

One of the tragedies of the grain trade in the past has been that well-meaning individuals or groups have rushed to Washington without clearing or discussing their particular views or wishes with other interested groups, so that all too frequently conflicting views and opinions have been presented to representatives of the government, to the confusion of all.

In my visits to Washington, I have found representatives of the government for the most part disposed to be fair and reasonable, but when conflicting recommendations and statements are made and conflicting rates suggested for services to be rendered, it is not to be wondered that the decisions which are made are not likely to be to the interests of the grain trade.

Men high in the councils of government have told me themselves that they wished that the grain trade of the United States would present their views to the department thru the medium of a nationally recognized and accepted spokesman, that when different individuals or groups presented conflicting statements within a few days on the same subject, that it naturally was most confusing to them.

And so may I take this opportunity to make this national appeal, that individuals, associations, exchanges and groups clear their views thru their national association office so that when there is a conflict of interests or a difference of views between groups or organizations in the grain trade, that these differences may be discussed and settled in councils within our own organization, rather than fought out and argued in the public forum.

And so may I too urge each and every grain man to support not only his state association but also his National Association. There was a time when the factors which determined a grain man's failure or success were largely local fac-

tors. Today, state and federal laws, rules and regulations are apt to be the greatest determining factor in the success or failure of his business, and these are becoming increasingly important in the conduct of his business.

When volume and margins for handling and storage are determined in Washington, it is mighty important that no matter how small a grain dealer may be, that he have a representative in Washington to protect his interests and to see that fair and reasonable rates and terms are obtained.

I am a member of my local grain trade organization and of the National Grain Dealers Ass'n, not because I just like to belong to organizations, but because I have found that grain trade organizations are essential to my business. As an individual grain dealer, I cannot take the time nor spend the money to run about the country defending my business against every one of the multitude of attacks against it, nor to correct the misstatements or misrepresentations which are frequently made due to ignorance or misunderstanding. I must trust much of this work to men who are experienced in that kind of work and who are financed and supported by group action.

FOR REPRESENTATION BY A STRONG ORGANIZATION.—We men in the grain trade are naturally individualists. But this is a day of organization, and of class and pressure groups, and unless the trade or industry is properly represented by a strong organization it is going to fare very poorly. I am sorry to tell you that in both our national and state ass'ns there are still many grain dealers who do not participate in the work either by paying dues or by serving on committees. Even in the strongest state associations I hear stories of individuals who derive the benefit of group work but do not carry their share of the personal service nor financial burden. Sometimes their only excuse is that they disagree with the work or results of the ass'n, or do not like the officers, which is the same as staying away from church because they don't like their pastor or their pastor's sermons. The way to correct conditions of which they do not approve is to take an active part in the organization.

I am sure that every thinking grain man must realize that there is a real crisis in business today. To meet this situation every indus-

[Concluded on page 482]



E. H. Sexauer, Brookings, S. D.

Asked—Answered

[Readers desiring trade information should send query for free publication here. The experience of brother dealers is most helpful. Replies to queries are solicited.]

Attachment to Dispose of Corn Husks?

Grain & Feed Journals: Here is a problem on which I would like to see some discussion in the Journal. Due to using the modern corn picker in hot, dry weather the ear corn comes to the elevator with an excess amount of husks and brokenup stalks, and when this corn is run thru sheller and over corn and cob cleaners, the husks become a litter and collect on sieves to form a blanket or roll up into balls, the grains of corn riding in the husks, like in a boat and over into the cob-bin.

Manufacturers of new cleaners claim provision for very satisfactory cleaning under the above conditions. There are many elevators, however, that were built before the advent of mechanical pickers and their owners have older machinery and will welcome some attachment or means of more efficient separation.—Fred Friedline, Kentland, Ind.

Application of Social Security to Incidental Help

Grain & Feed Journals: Does the social security law apply to the hiring of incidental help around a country elevator that is hired for a half day or a day at a time and never works steadily for so long a time as a week?

For example, in the winter time we occasionally hire some one to unload a car of coal, or to make a few deliveries thru the rush period. Or we hire an extra man to load a car of wheat during the harvest rush.

Is it necessary for us to keep records and pay the social security tax on such occasional labor?—W. M. Bowen, Farmers Grain Co., Waco, Neb.

Ans.: Records must be kept and tax paid on occasional labor for any small part of a week, under the Social Security Act.

An entirely different matter is the Wage and Hour Act, in which the week is the unit, in figuring permissible hours of labor.

What Federal Departments Handle Grain?

Grain & Feed Journals: How many different governmental agencies are buying, handling or storing grain?

What is the name of each commission, board or bureau and WHAT are the functions of each?

How much grain of each kind does each handle or control?—C. C. Jones.

Ans.: Most of the corn and wheat is handled by the C.C.C., known as the Commodity Credit Corporation.

The F.C.I.C., known as the Federal Crop Insurance Corporation buys and sells and accepts wheat as premiums for insurance of farm yields and holds grain to pay losses.

The F.S.C.C., Federal Surplus Commodities Corporation, acts as an intermediary between the C.C.C. and relief agencies and exporters in handling surplus corn and wheat.

The C.C.C. has corn in steel bins the country over, and takes over corn and wheat on defaulted loans.

The C.C.C. issues a balance sheet monthly. It has about 91,000,000 bus. corn taken in on default, and loans on 461,000,000 bus. additional, about 552,000,000 bus. in all. The C.C.C. owns millions of bales of cotton, a great quantity of tobacco and 17,851 tons of rubber.

The F.C.I.C. owns several million bushels of wheat stored in elevators in many states of the Union, to be applied on indemnities as wheat or the cash equivalent.

Ohio Dealers to Meet at Columbus

The 61st annual convention of the Ohio Grain, Mill & Feed Dealers Ass'n will be held June 17 and 18 at the Neil House, Columbus. The speakers are:

Dr. R. M. Bethke, Ohio Agricultural Experimental Station, Wooster, O.—Quality in Feed.

Ray B. Bowden, executive vice-pres., Grain & Feed Dealers National Ass'n, St. Louis, Mo.

Dr. Cliff Carpenter, Allied Mills, Inc., Chicago, Ill.—"Vitamins on Parade."

Herman Fakler, Millers National Federation, Washington, D. C.—The Washington Scene.

Stanley Leybourne, Chief, Divn. Feeds Seeds & Fertilizers, Ohio Dept. Agriculture.

Dr. R. M. Salter, Associate Dir., Ohio Agricultural Experiment Sta.—Improvement in Fertilizers.

Several important matters will be discussed in an open forum. Sessions will begin at 10:30 and 1:30 Monday and 10 a. m. Tuesday.

The annual banquet will be given Monday evening, followed by a stage show and later by dancing in the large ballroom.

Special entertainment will be provided for the ladies at 2:30 p. m. Monday.

An exhibit will be a special feature.

Tentative Program for Indiana Meeting

The midsummer convention of the Indiana Grain Dealers Ass'n at Wawasee, Ind., June 24-25, has the following program in prospect:

Monday, June 24, 10 a. m. (Central Standard Time)—Call to order and address by President Walter R. Beck, Shelbyville. "Latest Information from Washington to the Grain Trade," Ray B. Bowden, Exec. Vice-Pres., Grain & Feed Dealers National Ass'n. "Better Contact with the Public Through Better Employee Training," Wilson M. Cross, Coordinator in Distributive Occupations, South Bend. Discussion period: "My Ideas of Displaying Merchandise"; "A Uniform Schedule of Rates for Weighing."

TUESDAY MORNING, June 25: 9 a. m.—Remarks by President Beck. "Which Hybrids Shall I Sell?" S. R. Miles, Associate in Agronomy, Purdue University, Lafayette. "Check Forger Protection and the Indiana State Police," Don F. Stiver, Superintendent, Indiana State Police. "How Far Can We Extend Farm Credit?," by Roy L. Mossburg, Warren and Frank Pyle, Van Buren. Discussion: "What Discounts for Excessive Corn Husks?," "How I Am Meeting Itinerant Trucker Competition," led by Secretary Sale.

MONDAY AFTERNOON, 1:30—Horseshoe pitching contest, in charge of W. W. Pearson, chairman; 5 prizes. Golf tournament, in charge of Howard H. Mutz, Maxwellton Golf Course; greens fee, 75c; 15 prizes. Annual contest. All members, guests and their wives are invited to participate. In charge of T. H. Beeson, chairman. Many beautiful and useful prizes. Contests for the women. Some also for the men. A test of your skill, ability or whatnot. More prizes.

MONDAY EVENING—Banquet at Sargent Hotel. Tickets for non-registered guests at the Sargent can be obtained at registration desk at \$1 per person. Awarding of golf prizes by Chairman Mutz. Remarks by Chairman Lew Hill of the entertainment committee. Address, "Freedom—Our American Dynamic." Dr. Charles Copeland Smith, New York City, a

member of the Speakers Division of the National Ass'n of Manufacturers. Dancing in convention hall.

Coming Conventions

Trade conventions are always worth while, as they afford live, progressive grain dealers a chance to meet other merchants from the same occupation. You can not afford to pass up these opportunities to cultivate friendly relations and profit by the experience and study of others.

June 16, 17, 18. Ohio Grain, Mill & Feed Dealers Ass'n, Neil House, Columbus, O.

June 19, 20. Farmers Co-operative Elevator Ass'n of Montana at Great Falls, Mont.

June 19, 20, 21. Southern Seedsmen's Ass'n, Jefferson Davis Hotel, Montgomery, Ala.

June 20. Southeast Nebraska Grain Dealers Ass'n, Nebraska City, Neb.

June 20, Pennsylvania Millers & Feed Dealers Ass'n, Harrisburg, Pa.

June 21. Illinois Seed Dealers Ass'n, Urbana, Ill.

June 24, 25. Indiana Grain Dealers Ass'n, Sargent Hotel, Wawasee, Ind.

June 24, 25, 26, 27. American Seed Trade Ass'n, Palmer House, Chicago, Ill.

June 28, 29. Eastern Federation of Feed Merchants, Hotel Arlington, Binghamton, N. Y.

Aug. 15, 16. New York State Hay & Grain Dealers Ass'n, Syracuse, N. Y.

Aug. 26, 27. National Hay Ass'n, Indianapolis, Ind.

Sept. 26, 27, 28. Pennsylvania Millers & Feed Dealers Ass'n, Atlantic City, N. J.

Oct. 14, 15. Grain & Feed Dealers National Ass'n, 44th annual, Brown Hotel, Louisville, Ky.

June 9, 10, 11, 1941—Society of Grain Elevator Superintendents, Nicollet Hotel, Minneapolis, Minn.

Louisville Convention of National Ass'n

President E. H. Sexauer of the Grain & Feed Dealers National Ass'n urges a large attendance at the annual meeting of the Ass'n at Louisville, Ky., Oct. 14 and 15. Mr. Sexauer says:

It will in many ways be the most important meeting we have held in many years. The steady encroachment of government into our business has now come to what may be a crisis, and the problems arising out of the European war no doubt will at that time be more clearly seen than now.

The convention will be featured by a number of group or discussion meetings where the important problems of the grain trade will be discussed and considered. There will be fewer set speeches than ever and far more opportunity than ever before for every man present to ask questions and "say his say." We hope too to have a number of men from Washington in charge of government agencies meet with us in our group conferences ready to answer questions.

Louisville is making great preparations for our convention, arranging entertainment of a sort for which Kentucky is famous. The convention will be held at a season of the year when Kentucky will be at its finest. Great plans are being made for the ladies and I urge that dealers mark these dates on the calendar for a trip which they and their wives will enjoy and which they will find most profitable.

Our national organization cannot do much about the weather but we can maintain that sort of contact with government agencies which has done and will continue to render great service to our trade. We need counsel and advice as to how we can be of the greatest service and I hope the grain men will come to Louisville prepared to take an active part in our discussions and to help us formulate policies.

Fluctuations of May Options

Soybeans for May delivery on the Chicago Board of Trade led the grain markets up and down during the life of the May futures for the 11 months ending May 22.

SOYBEAN prices, like those of other grains had been declining since the tops of May, 1939, for two months, and all reached bottom the last week of July, the May future starting at 67 cents as the first trade, July 26.

When the Germans massed troops Aug. 19 on the Polish border all markets firmed up, the reaction late in the month being due to peace talk.

When Germany attacked Poland Sept. 1 soybeans advanced from 70 $\frac{1}{4}$ c Aug. 28 to 92 $\frac{1}{4}$ c Sept. 8, after Great Britain and France on Sept. 3 declared war on Germany. The too-rapid advance was followed by a natural reaction to 81 $\frac{1}{2}$ c Oct. 9. Here the real controlling factor in the price of the bean began to take effect, the price of the meal made from soybeans.

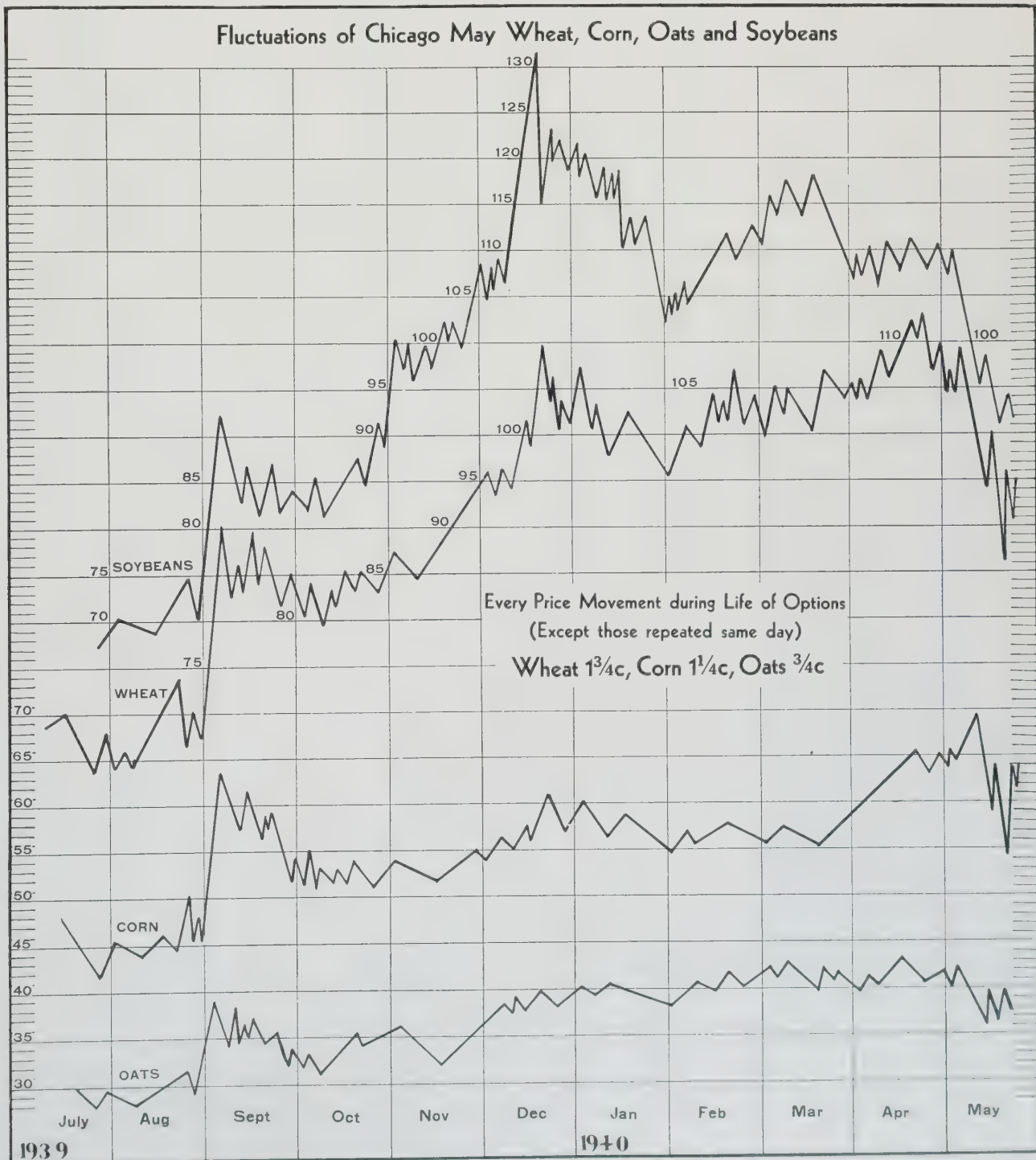
From \$27.20 per ton on Oct. 14 the price of soybean oil meal advanced to \$35.20 Dec. 2, pulling up the price of the options on the bean without any important reaction, to \$1.31 $\frac{1}{2}$ per bushel Dec. 19.

After the downward reaction to \$1.02 $\frac{1}{8}$ Feb. 1 the market advanced to \$1.17 $\frac{3}{8}$ Mar. 11. Here three important factors became effective and not only stopped the advance but turned the price definitely downward. These factors were the lower price for soybean oil meal, dictated by competing cottonseed oil meal, the certainty that the acreage in 1940 would be very large, and the loss of the market for oil meal in Holland, Belgium, Denmark and Norway after those lands were overrun by the Germans. The open interest in all deliveries of soybeans on the Chicago Board of Trade has dropped from 7,230,000 bus. Jan. 20 to 2,388,000 bus. June 1, and there is now no trading in any future since the price of the cash is 3c to 5c under the futures, which have been pegged at 89 $\frac{1}{2}$ c for the July delivery, the May going out at 91 $\frac{3}{4}$ c.

WHEAT for May delivery began trading at 68 $\frac{3}{4}$ c July 12, made the low of 63 $\frac{3}{4}$ c July 24, the high, \$1.13, Apr. 22, and the close 85c to 85 $\frac{1}{2}$ c May 22.

For six months the price was under the same war influence that affected the price of soybeans. Prospects of acreage reduction, abandonment, and shortage of rainfall during the winter and early spring strengthened the wheat market, the price advancing from 95 $\frac{1}{2}$ c Feb. 1 to the high of Apr. 22. German victories punctuated the May drop from \$1.09 $\frac{1}{2}$ Apr. 30 to 76 $\frac{1}{2}$ c May 18. For two days the May future dropped the 10c limit.

Farmers took out from under the government loan and disposed of many millions of bushels during April. Their selling coincided with a drop in exports to only 3,750,000 bus. of wheat and flour combined during April, the smallest amount cleared in that month for several years. The open interest in all wheat futures dropped from 129,259,000 bus. May 9 to 80,733,000 bus. May 22.



CORN for May delivery opened at 48c July 15, and soon after, on July 26, made the season's low of 42c.

After the early war bulge of Sept. 1 the price of corn moved sluggishly under the bearish effect of government hoarding in steel bins. The season's top of 69c May 10 was only 5½c over the Sept. 7 high of 63½c, while wheat had advanced over 20c in the same time. The close was at 64c May 22, the last permissible day of trading in that option. A price sustaining factor for several months was the good price obtainable for hogs, which prop has now been removed, hog prices now being at the lowest level since 1934.

OATS futures have shown more consistent strength thruout, the lows on reactions never getting down to the lows of a preceding month, until the debacle of May, 1940.

Oats opened at 30c July 20, touched 39½c on the September war bulge, reacted to 31½c Oct. 9 and advanced without important reaction to the season's high of 43½c Apr. 18. There followed a drop to 36¼c May 18 and a close at 37½c.

Open Interest in Future Deliveries

As reported by the C.E.A. for wheat, corn, oats and rye, and by the Board of Trade Clearing House for soybeans the open interest in all futures on the Chicago Board of Trade recently has been as follows, in 1,000 bus.:

	Wheat	Corn	Oats	Rye	Soybeans
Dec. 16	79,553	45,691	16,065	8,565	6,941
Dec. 23	83,538	48,280	15,628	9,534	6,957
Dec. 30	84,062	48,243	15,507	10,625	6,948
Jan. 6	86,017	49,517	15,329	11,532	7,011
Jan. 13	84,355	47,650	15,324	11,256	7,140
Jan. 20	84,136	46,876	15,096	11,842	7,230
Jan. 27	84,570	45,188	14,623	11,738	7,203
Feb. 3	79,457	43,857	14,161	12,475	6,746
Feb. 10	79,262	44,067	16,644	12,919	6,768
Feb. 17	81,351	44,400	14,427	13,021	6,701
Feb. 24	86,092	44,644	14,181	13,955	6,412
Mar. 2	90,782	44,234	13,888	13,847	6,397
Mar. 9	91,405	43,501	13,627	14,066	6,630
Mar. 16	91,195	42,464	13,561	14,224	6,497
Mar. 23	91,874	42,136	13,681	14,522	6,425
Mar. 30	95,090	41,538	15,560	14,361	6,326
Apr. 6	98,360	40,703	13,316	15,388	6,434
Apr. 13	103,489	39,872	12,989	15,911	6,377
Apr. 20	114,612	37,897	12,949	17,090	6,137
Apr. 27	124,422	34,933	12,675	18,379	5,781
May 4	128,045	31,613	12,601	17,875	5,172
May 9	129,259	32,035	12,006	18,469	4,809
May 11	124,526	30,967	11,493	18,454	4,629
May 18	87,599	27,004	9,202	16,565	3,105
May 25	76,840	24,507	8,514	16,200	2,583
June 1	74,848	23,935	7,209	16,262	2,388
June 8	70,025	23,292	6,831	16,190	†2,388

*High, 1940. †No trade.

The Need of a United Grain Trade

(Continued from page 479)

try needs a strong, united organization. So far as the grain trade is concerned, let me just outline some of the problems that confront us. There is first of all the continuing threat from these government uniform storage contracts and the possibility that rates may be established which will be too low, or terms and conditions imposed which may be intolerable, or that by means of these contracts that the Federal government will obtain control and supervision over all country elevators. There too is the problem of increasing competition from the government in our warehousing business by use of steel bins.

A.A.A. IGNORES ELEVATOR STORAGE FOR RYE AND BARLEY.—The recently announced rye and barley loan plan ignores elevator storage which is discrimination not only against the grain man and the facilities which he has erected to store grain until needed, but is also discrimination against the poor farmer who does not have suitable farm storage and is therefore denied the loan privilege. Your association has already filed a vigorous protest against this unwarranted and unjustified discrimination.

There too are still the unsettled problems of government use of cash grain commission merchants, and movement of grain from country points into terminal storage. There is the growing problem of competition from motor trucks as you people in Nebraska so well know. There is the problem of wage-hour laws, with the purely arbitrary limitation of seven persons in the "area of production" definition, and a refusal so far to recognize the peculiar seasonal or harvest time needs of our terminal markets. Too, the reciprocal trade agreements have seriously crippled our merchandising business in oats which are now coming in to all sections of the country. There is need of our continued co-operation with government agencies in setting grain standards. There continues too the need of the National Ass'n's arbitration system which is based upon clearly written trade rules, administered by practical grain men and which has eliminated the costs of litigation of disputes among members. These problems cannot be properly met and handled by an under-staffed and an under-financed group. It has often been said, and I regret to say it, that the American grain trade is the poorest organized and the poorest financed national ass'n in the country in proportion to the money invested and men employed in the business. It is to our discredit

that this statement has so often been made. That so much is being accomplished on so small an amount, I consider marvelous and indicates what could be accomplished if the association were properly supported.

I might cite just one accomplishment which will return even to the smallest grain dealer many times the cost of his annual dues, and that is the splendid work that was performed by the Country Elevator Committee of our National Ass'n on the uniform storage contract. While the contract is not all that is desired, nevertheless a reading of the first copy submitted and the contract which was finally adopted following protests of our committee reveals an infinitely better contract and rates more nearly commensurate with the services to be performed.

We have been working with all groups within our trade and I am happy to tell you that our affiliated associations have been recently increased from 14 to 23, and that we are working closely and harmoniously with cooperative associations not affiliated with us on problems of common interest. In some markets we have had a fine increase in direct membership, but in other markets I am sorry to say the number of members has decreased due to hard times and crop failures. As you know, we do not have paid membership solicitors and must depend upon our friends in the present membership to bring in new members. And so may I urge that you take it upon yourselves to encourage others to join not only their local associations but their National Association as well.

In closing, may I again urge you to support your state and national association. Your association needs your support, but even more important, you need your associations.

The Seasonal trend of corn prices is upward during June, but it is doubtful if price advances will occur this year because prices already have strengthened and because of prospects of a record carry-over of corn next fall. On the other hand, weakness in prices during June does not appear probable as corn prices have shown unusual strength in recent weeks in spite of the sharp declines in wheat prices.—Extension Service, Kansas State College.

Grand Island, Neb.—The Farmers Union Co-operative Federation has elected Walter Burgess, Columbus, pres. of the board of directors; D. J. Foley, Hemingford, vice-pres., and William B. Spicknell, Spencer, re-elected sec'y. A com'te was authorized to work with the Farmers Union State Board com'te to determine advisability of constructing an elevator at Omaha, with truck-dump facilities.

Daily Closing Prices

The daily closing prices for wheat, corn, oats, rye, barley and soybeans for July delivery at the following markets for the past three weeks have been as follows:

	Option	May 22	May 23	May 24	May 25	May 27	Wheat	May 28	May 29	May 31	June 1	June 3	June 4	June 5	June 6	June 7	June 8	June 10	June 11
Chicago	High	114¼	74½	83	82¼	83½	84¼	84	83¼	83½	81½	81¾	82	81¼	79¾	79½	80¾	80¾	83
Winnipeg*	Low	93½	61¾	72¾	71¾	71¾	76¼	74¾	73¾	75¼	74¼	75¼	75	74¾	74	75	74½	73¾	75¼
Kansas City		106½	70¾	79¾	78¾	79	80½	79¾	78¾	79¼	77¾	77¾	77¾	76¾	74¾	75½	76¾	75¾	78¾
Minneapolis		107¼	74¼	82¾	81½	82¾	83¾	82¾	81¾	82¼	80¾	80¾	80¾	79¾	79¾	79¾	79¾	79¾	81¾
Duluth, durum		99¾	62½	71¾	70¾	70¾	72¾	71¾	69¾	70¾	69¾	69¾	68	67¾	67¾	68¼	67¾	68¼	70¾
Milwaukee		111¾	75	83	82¼	83¾	85	84	83¼	83½	81½	82	82¾	81¼	79¾	79¾	81	80¾	81
Chicago		66½	52¼	62¾	62	62¾	63¼	63¼	63¼	62½	61¼	61¼	62¾	62¾	62¾	62¾	63¾	62¾	63¾
Kansas City		66½	49¼	64½	63¾	63¾	64¾	64¾	65¼	64¾	63¾	64¾	65¼	65¾	66½	65¾	66	65¾	66½
Milwaukee		66½	53¼	62½	62	62½	63¾	63¾	63¾	62¾	61¼	61¼	62¾	62¾	62¾	63	63½	62¾	62¾
Chicago†		39	30¼	33¾	33¾	33½	34¼	33¾	34	33¾	33¼	33¼	33¼	33¼	33¼	33¼	33¼	33¼	33¼
Winnipeg*		40¾	29¾	31¾	31¾	31¾	32¾	32¾	32	32¾	32¾	32¾	32¾	31¾	31¾	32	31¾	31	31¾
Minneapolis		37	29	31¾	31¾	31¾	32¾	31¾	31¾	31¾	30¾	30¾	30¾	30¾	30¾	30¾	30¾	30¾	30¾
Milwaukee‡		38¾	32¾	33¾	33¾	33¾	34¾	33¾	34	33¾	33¼	33¼	33¼	33¼	33¼	33¼	33¼	33¼	33¼
Chicago§		76	43½	47½	46	46¾	47½	46¾	46¾	44½	45	44½	44½	44½	44½	44½	44½	44½	46
Minneapolis		71¾	42¾	44¾	43¾	44	45½	44¾	44	44¾	43	43	43	43	43	43	43	43	43¾
Winnipeg*		81¾	40¾	47¾	46¾	46¾	47¾	46¾	48¾	49¾	51	50½	49¾	48½	48¾	49¾	48¾	46¾	48¾
Duluth		46½	44	44½	44½	44½	46½	45¾	45	45¾	44	44	44	44	44	44	44	44	44
Chicago		45½	36½	37¾	37¼	37¼	38	38	37¾	37¾	37	37	36½	36½	36½	36¾	36¾	36½	36½
Winnipeg*		53¾	32¾	37¼	36¾	36¾	38¾	38¾	36¾	37	36¾	37¾	37¾	36¾	36¾	36¾	36¾	36¾	37¾
Chicago†		129½	88½	89¾	89½	89½	89½	89½	89½	89½	89½	89½	89½	89½	89½	89½	89½	89½	89½

*Canada exchange 786 780
†Pegged at 89½; ‡Pegged at 33¼; §Pegged.

More Confusing Chaos Proposed

H. R. 6480 by Andresen would amend the law on warehouse receipts.

H. R. 9008 by Bardick provides for a barley certificate allotment act; and his H. R. 9009 provides a similar act for rye.

Senator Bilbo has introduced a resolution asking the F.S.C.C. to purchase immediately \$10,000,000 worth of lard and cottonseed oil.

The House has passed and sent to the Senate the bill adding soybeans to the grains for which official grain standards are prescribed.

Exemption from marketing quotas of farms having an average annual production of less than 200 bus. of wheat is granted under a bill signed June 7 by the President.

H. R. 9023, by Cooley of North Carolina would appropriate \$5,000,000 annually to be apportioned among the state departments of agriculture to develop marketing services for farm commodities. Evidently Cooley never heard of experienced grain merchandisers.

Cancellation of feed and seed liens is provided for in a bill approved by the House and sent to the Senate. For 12 months after the enactment of the law the farm credit administration will have power to start suit for recovery of the loans from farmers deemed able to pay.

Removal of pegs on trading in futures on the grain exchanges was the topic of a conference at Washington recently between the Dept. of Agriculture and Pres. John G. McCarthy, Vice-Pres. C. D. Sturtevant and Sec'y Fred H. Clutton of the Chicago Board of Trade. The Secretary was too busy to discuss the depressing influence of pegging.

The banking and currency com'te has reported to the House the bill of Rep. H. B. Steagall of Alabama authorizing the R.F.C. to create corporations when requested by the federal loan administrator with the approval of the president, in a national defense program. The president of the American Farm Bureau Federation favors the bill as a step toward government purchasing and export of farm commodities. Grain exporters of long experience will be ignored.

The N. L. R. B. has received a brief from the Illinois Manufacturers Ass'n suggesting definitions of executive, administrative and professional employees and outside salesmen, that would supersede the present vague rulings. John Harrington, associate counsel for the Ass'n, says: "Employers would know exactly where they stood without consulting batteries of attorneys and without deluging the office of the administrator and the regional directors with requests for interpretations."

The Fulmer Bill, H. R. 9174, requiring industries to furnish the Bureau of the Census monthly reports on vegetable oils and shortenings is opposed by the Millers National Federation, for its indefiniteness. Altho a manufacturer could not decide whether he was required to file a report, he might be held to have violated the law by failure to report and be subject to criminal penalties. The cost of making out reports for Federal bureaucrats adds greatly to the cost of producing and marketing all merchandise.

Amendments to the Wagner labor act abolishing the N.L.R.B. and substituting a 3-man board with power limited to judging labor disputes were passed by the House June 7 by a vote of 258 to 129, despite the opposition of the bureaucracy, the C.I.O. and subversive groups. The prosecuting authority is to be vested in an "administrator." The present N.L.R.B. is judge, jury and executioner. The amendments are sponsored by Rep. Howard W. Smith, Democrat, of Virginia, chairman of the com'te that investigated the N.L.R.B. and found many abuses of power. This 2 to 1 vote shud help to bring early relief for industry.

Forced sales by farmers of grain on which loans are called by the C.C.C. will be possible under the change in the 1940 wheat and barley loan program authorizing the C.C.C. to call loans, instead of having them run for a definite time of 8 or 10 months, as hitherto. The C.C.C. stated: "The corporation has placed the loans on a demand basis to keep the programs in a flexible condition." More bureaucratic legislation.

H. R. 9966, the Revenue Bill of 1940, was introduced May 30. It provides for a ten per cent increase in income taxes, excess-profits taxes, capital stock taxes, estate taxes, and gift taxes, all for a period of five years. The increase in income tax will affect the returns for the calendar year 1940 and for four subsequent taxable years. Taxpayers reporting on a fiscal year basis will not be affected until the fiscal year 1941. Special provision is made for relief of those already paying income taxes equal to more than 50 per cent of their net income. It is provided that the increase in tax shall in no case be more than 10 per cent of the difference between the net income and the present tax.

Compliance Rewards Losing Favor

A tabulation of compliance with AAA this season, in Illinois counties, reveals the effect of the further reduction in corn acreage.

In the main, in the better grain sections of the state, a smaller percentage of the crop land has been signed up, while in the poorer counties of the state there has been an increase in the sign-up, the result being that for the state as a whole 72.6 per cent of the crop land has been signed up for this year, against 77 per cent last year. The largest increase was in Alexander county, 11 per cent, at the extreme southern tip of the state, and the largest decrease in Kankakee county, 17 per cent.

The report would indicate that there is a point beyond which corn growers feel that they cannot afford to go, in cutting down their corn production, with livestock to be fed, and no very satisfactory substitutes for corn. Of course, conditions change, but under present conditions it is evident that a good many farmers feel that they will be farther ahead to pass up benefit payments, and to take the corn they can produce.—*Corn Belt Farm Dailies.*

Loan on 1940 Rye

The Department of Agriculture has announced that a loan on the 1940 rye crop will be available to producers cooperating in the A.A.A. farm program in the major rye producing states of Michigan, Minnesota, Montana, Nebraska, North Dakota, South Dakota, Wisconsin and Wyoming.

The loan will be available on farm-stored rye grading No. 2 or better or grading No. 3 solely on the basis of test weight. The loan rate, as was the case last year, will vary with the 1940 loan rate for No. 2 hard winter wheat. Also, as under the 1939 loan program, the rye loan rate for any area will be 22 cents less than the applicable 1940 wheat loan rate, but not more than 38 cents per bushel.

This will be the second successive year that a loan on rye has been made in connection with the A.A.A. program. Loans will be made by the Commodity Credit Corporation and local administration will be handled by state and county A.A.A. committees. In order to be eligible for a loan, a farmer must have planted within his 1940 total soil-depleting allotment. Interest on the loans will be 3%.

These will be demand loans, callable at any time the rye is needed to supply seed for other sections of the country; otherwise the loans will mature ten months from their respective dates. A storage allowance of 7 cents per bushel will be paid if the rye is delivered to the Corporation in settlement of the loan. The full storage allowance will also be paid if loans are

called prior to maturity by Commodity Credit Corporation.

On April 15, 1940, the average farm price of rye was 57 cents, compared with a parity price on that date of 92 cents per bushel.

A sharp decline in exports has been the principal factor in accumulation of a rye surplus. In 1939, exports amounted to only 800,000 bus., and about the same volume of exports is anticipated for 1940, as contrasted with average annual exports during the 1923-32 period of more than 14,000,000 bus. As a result, it is estimated that about 22,515,000 bus., or approximately 60% of the 10-year average crop of rye, will be carried over into the 1940-41 marketing year.

Elected President New York Produce Exchange

Jas. J. O'Donohoe, of O'Donohoe, Quain & Co., was re-elected president of the New York Produce Exchange at the annual election held June 3rd.

Laurel Duval, chief grain inspector of the New York Produce Exchange, was re-elected vice-pres., and Wm. V. Fritz, of Fritz-Ince Co., was elected treasurer.

James J. Ryan was elected a member of the Board of Managers to serve two years, and the following were re-elected to serve on the Board two years: George Carmichael, John R. Collins, Jr., James Lovatelli, Howard E. Norris and Wilfrid L. Wieland.

B. H. Wunder was re-elected to the office of trustee of the gratuity fund to serve three years.

Jas. J. O'Donohoe was formerly managing director of The Grain Growers Export Co., Inc., and general manager of The Grain Growers Export Co., Ltd., Winnipeg. He joined the Produce Exchange in 1915, became a member of the Grain Committee in 1925 and assumed chairmanship of this committee in 1930. He served on the Board of Managers from 1927 to 1931.



James J. O'Donohoe, New York, N. Y., President Produce Exchange.

Crop Reports

Reports on the acreage, condition and yield of grain and field seeds are always welcome.

Delphos, Kan., June 6.—Wheat is 85% of last year.—Wilkins Grain Co.

Clinton, Mo., June 6.—Left in farmers' hands, wheat, 2%; barley, none; oats, 5%; corn, 5%.—Mann Grain & Feed Co.

Granite, Okla., May 23.—Oats harvest started; barley in about 10 days, and wheat in about 20 days.—Frank Kouri.

Pickrell, Neb., June 4.—A couple of more rains will see our wheat thru to make a good crop.—O. Schnuelle, Pickrell Farmers Elevator.

Covington, Tenn., May 22.—Very little wheat or oats grown in this section. Corn crop now planting I think will be about in line with last year.—Chas. P. Noell.

Burchard, Neb., June 5.—Wheat acreage 12% below a year ago; condition 75%; oats condition, 70%; corn acreage, 30% less than year ago; condition, 85%.—Burchard Elevator Co.

Roca, Neb., June 4.—Fairly regular spring rains have given wheat in this immediate neighborhood promise of a respectable crop. But more rain is needed.—Roca Land & Cattle Co.

Clinton, Mo., June 6.—Wheat acreage, 10% increase; condition, 75%; barley, 10% increase; condition, 65%; corn, condition, 90%; oats, condition, 90%. None plowed up.—Mann Grain & Feed Co.

Chalmers, Ind., June 6.—A slight reduction in corn acreage; more beans and oats; less wheat. Crops are in good condition. Corn is slow; with a few days such as this week it will come fast.—Chalmers Grain Co.

Donelson, Tenn., June 6.—We have the best prospect for a crop in my section to date that we have had in years. The average is about normal. Corn is our principal crop.—W. S. Goodpasture, Donelson Mill.

Champaign, Ill., June 5.—Small decrease in corn acreage that will be put in beans 10 to 12%; all crops normal but late in growth. Elevator business very slow, too much government interference.—Ogden & Burt.

Amery, Wis., June 5.—Oats acreage is 100%; condition 100%; corn acreage, 100%; condition, 80%; wheat acreage, 100%; condition, 100%; barley, acreage, 70%, condition 100%. There is lots of moisture; corn is a little late.—Northern Supply Co.

Carlisle, Ind., June 7.—The wheat here looks pretty good; I think it will be a good quality and a fair yield but the acreage is smaller than has been for years. The corn is about all planted and most of it plowed over once.—Harry D. White.

Campus, Ill., June 5.—About 5% less corn planted this year compared with 1939; condition of all crops like 1939. No wheat or rye planted here; good prospects for oats and hay crops. Having ideal crop weather.—B. E. Hamilton Elevator.

Fort Morgan, Colo., June 6.—Irrigation water light, crops at present in good condition owing to local rains. Reservoirs low and weather conditions the main factor for crops. More forage crops, cane and kafir planted this year taking up the share of grain acreage.—Young Bean Co.

Bicknell, Ind., June 1.—Wheat here is very spotty. In the south end of Knox County the wheat is perfect but on the uplands it is thin and not so good. Corn growing very slowly, too cold; soybeans are coming up to a good stand and looking good.—O. L. Barr Grain Co.

Kansas City, Mo., June 6.—According to L. E. Melchers, head of the botany department of Kansas State College, Manhattan, black rust is present in many wheat fields over central Kansas. It is too early to state how prevalent it may become or what damage may occur, he said.

Dodge City, Kan., May 29.—The large acreage of barley that was seeded on abandoned wheat acreage last spring is looking fine, and now it appears that the western half of the state will raise a good crop of this grain.—J. F. Moyer, sec'y Kansas Grain, Feed & Seed Dealers Ass'n.

Conway, Ark.—Handicapped by earlier weather conditions rice planting is now going ahead in the Grand Prairie section of Arkansas with indications that the acreage will be about that of the past four years. Growers believe that the continuance of war will provide a good market for rice by next fall.—J.H.G.

Kingfisher, Okla., June 6.—Wheat acreage about 20% less than last year; yield about 20% less per acre. Oat acreage double that of last year; condition fair to poor crop expected. Just starting to harvest early wheat. Late wheat will likely be a light test and poor yield. Very little corn here.—Kingfisher Mill & Elevator Co.

Granite, Okla., May 22.—Wheat acreage 20% greater than last year; estimated production, 40% more than last year; acreage plowed up, none. Oats, 30% greater than last year; estimated production, 35% more. Barley, 10% greater than last year; estimated production about the same. No oats or barley was plowed up.—Frank Kouri.

Follett, Tex., June 7.—Fifty per cent of wheat acreage will either be plowed up or not sown last fall and winter account of drought. Reason for plowing up is weeds and lots of them. Balance of acreage left will not average over 5 or 6 bus. Grain sorghums will be sown in place of wheat abandoned. Have plenty of moisture for present.—Farmers Grain & Supply Co.

Chicago, Ill., June 4.—Conditions of crops on June 1 promise the following yields: Winter wheat, 485,000,000 bus.; spring wheat, 235,000,000 bus.; oats, 1,050,000,000 bus. Black rust has by now advanced northward into central Kansas in its early but not as yet damaging stages, and as per usual, like in past seasons, it is problematical what damage it may do.—H. C. Donovan, Statistician, Thomson & McKinnon.

Meriden, Ill., June 6.—Acreage of corn and soybeans will be about the same as last year in this locality; however, there appears to have been some reduction in the acreage of oats. Condition of small grain about normal with good prospects for a large hay crop. Corn is making good growth with the appearance of warm weather; however, crop is later than usual.—Charles E. Gallagher, Meriden-Arlington & Clarion.

Watonga, Okla.—The first round table discussion of wheat prospects for the state carried on by grainmen attending district meetings held at various points over the state, took place here recently, the average of the estimates given being 33 million bushels. Estimates as to wheat yields according to present prospects were: Hobart, 10.8 bus.; Clinton, 10.4 bus.; Woodward, 8.2 bus.; Alva, 12.5 bus.; Watonga, 12.2 bus.

Charlestown, Ind., June 5.—Winter wheat condition has improved in the last two months to extent that present condition indicates a larger crop than last year and a near normal crop. Some reports last few days of open smut, but don't believe this will be serious. Corn isn't all planted yet, planting is from 10 to 30 days late. Normal weather for next 10 days will give equal acreage with last year and a normal year.—Charlestown Milling Co.

Minneapolis, Minn., June 6.—Northwest crops have made splendid progress during the past two weeks under weather conditions that have been ideal in the major part of the territory. Although additional precipitation would be welcome in some of these districts, there are very few places in the Northwest where moisture is urgently needed at this time. Seeding of small grains is practically completed over the entire territory. Wheat is exceptionally well rooted and the cool moist spring has favored stooling. It is generally from six to eight inches high and of uniformly good stand and color.—Paul C. Rutherford, statistician, Van Dusen Harrington Co.

Springfield, Ill., May 28.—Illinois corn planting at 85% and soybeans at 35% completed at the end of the past week is a little ahead of usual, according to a crop review issued today by the Illinois and Federal Departments of Agriculture. Winter wheat shows good stands as a rule the growth will average a few days later than usual. Earlier fields are heading out in the lower central counties. Aside from oats being somewhat later than usual, the crop is growing well. Soybean seeding is off to a good start with the soil working fine. Present soil moisture is ample for quick germination thru-out the main soybean belt of central Illinois.—A. J. Surratt, Sr., Agri. Statistician.

Krum, Tex., June 3.—Black rust has damaged our wheat about 50% last two weeks. Practically every field affected and many fields will make only 5 and 6 bus. of low grade wheat. Too much rain and cloudy weather; this applies to Denton, Collin, Wise, Cooke and Grayson Counties. Oats and barley will make a fair crop; corn late but looks good.—R. L. Cole Co.

Toronto, Ont.—Seeding of spring grains is from ten days to two weeks later than usual. A late winter breakup followed by continued cool weather, has retarded seeding operations and germination of crops already seeded. Fall wheat, alfalfa and established hay and clover fields experienced little winter killing, but have made slow growth owing to the cool weather.—S. H. H. Symons, Dominion Statistician.

Lahoma, Okla., June 6.—About 15% plowed up; put to row crops and oats; moisture has been sufficient until now; need rain for all crops, especially late wheat which nearly all of our wheat is. Prospect for 10-bu. crop with ample moisture and reasonably cool weather next 2 weeks. Has been a cool backward spring. No rain last fall here to do any good to germinate wheat; other crops fair; first cutting alfalfa done.—Farmers Elevator Co., W. J. Pereboom, mgr.

Chicago, Ill., June 4.—The crop outlook for oats is 1,050,000,000 bus. compared with 937,000,000 in 1939; rye, 38.5 compared with 39.2 million bushels. June 1 production of winter wheat is estimated to be 72.4% of normal which compares with 69.0 a year ago. Production forecast is 512 million bushels. June 1 spring wheat condition was 83.3% of normal which compares with 71% a year ago. Production forecast is 235 million bushels; crop last year was 192 million bushels.—Nat C. Murray, statistician, Jackson & Curtis.

Winchester, Ind., June 1.—Probably 10% to 15% of the corn not yet planted. Talking to farmers today, it is estimated that 10% to 25% of the early planted corn would have to be replanted, on account of excessive water, low places in the fields are still covered with water and growing corn is turning yellow. Early planted corn is not a good color, neither is it clean. Farmers have had no chance to work it and the weeds are as high as the corn, so they are very much discouraged. At noon today it had not rained, but it rained last night and every day this week and most every day for the last three weeks.—Goodrich Bros. Co., P. E. Goodrich, Pres.

Great Falls, Mont., May 27.—Some reports of winter wheat in certain sections not growing, in fact much speculation as to just what has happened. Root rot and drouth have been some of the things which are supposed to have happened. However, now the consensus of opinion is that in these localities the weeds are choking growth and the plant has suffered. Rain should put this wheat above the weeds and while the yields in these weedy fields may be cut some, the damage is not serious. Spring wheat all seeded and it went into the ground with ample surface and good sub-soil moisture has resulted in a very even stand. The weather this spring has been ideal for growth with cool nights, no wind and an average day temperature of around 75 degrees. Everything looks good and we have an excellent start for a crop.—Greely Elevator Co.

Decatur, Ill., June 8.—Corn planting is now completed and stands are excellent. A small amount of replanting was necessary but this was practically all white corn and caused from improperly processed hybrid seed corn. A considerable part of this acreage was replanted with the yellow variety. Cultivating the crop has been pushed to the maximum all week and most of the fields now fairly clean and are beginning to grow nicely in response to the warmer weather. Soy bean planting progressed rapidly this week; a few more days and planting will be completed in the bean belt. A few of the earlier planted fields had to be replanted because of cool weather and crusted conditions of the soil. Beans that are up generally show good stands. The wheat prospects look very favorable, growth has been rapid, stands are heavy, possibly too thick in some areas. Since wheat has generally headed out this week, we find prevalent a larger than usual amount of loose smut through this central area as well as in southern sections of the wheat belt. Appearance of loose smut in fields shows a brownish or black powdery substance in place of the wheat head with no kernel, bloom or beard formation showing. The scientific name for this disease is Ustilago tritici.—Baldwin Elevator Co.

Winchester, Ind., June 8.—Everything that was sown and planted is showing wonderful growth. I can't remember when hay, clover, timothy and all grasses were as abundant at this time of the year as now. Wheat certainly will be the most abundant crop we have had in a number of years; wouldn't be surprised that our county would average 30 bu. to the acre. We had a wonderful rain yesterday afternoon, flattening some of the wheat, but as strong as it is, it will certainly straighten up. —Goodrich Bros. Co., P. E. Goodrich, pres.

Pierre, S. D., May 1.—Sharply improved prospects for all crops, particularly wheat, are noted. Winter wheat in the southeastern counties was in poor condition over the winter but has improved greatly since the spring rains were received. The crop in the west river area, mainly in Shannon and Bennett counties, wintered well and is in fine shape following March and April rains. A total of 180,000 acres of winter wheat was sown last fall. The abandonment is estimated at 11 per cent leaving 153,000 acres for harvest. The yield is forecast at 13.5 bus. per acre and the production at 2,066,000 bus. Such a production compares with the 1939 production of 912,000 bus. and the 1929-38 average production of 1,381,000 bus.—Evan V. Jones, Statistician, U. S. Dept. of Agri.

Great Falls, Mont., June 7.—Conditions over our part of the state are more or less spotted due to weeds, grasshoppers and cut worms. The grasshopper infestation is much heavier than was expected, and in spite of the cool weather are quite active. However poisoning is very general. All reports are that they have them under control. The winter wheat fields which are nice and clean have a wonderful stand, but in the weedy fields the stand is thin and in many cases the winter wheat is already headed out and it looks as though our winter wheat should come through as a good crop. Spring wheat, of course, while all up and nice even stand has at least 60 days to go. It looks as though we may have new winter wheat by possibly July 15. Generally, however, we cannot expect any heavy movement of winter wheat until the last week in July.—Greely Elevator Co., by G. F. Greely.

Minneapolis, Minn., June 5.—The Pacific coast states continue a steady improvement in both spring and winter wheat, altho a few sections require more moisture to bring the winter wheat crop to maturity. Flax and barley harvest is general in California, where rust reduced the estimates of the winter wheat. The Northwest spring wheat states are still progressing rapidly, with sufficient moisture in most sections to keep the crops growing steadily. Several sections in Montana are becoming dry, but rains the past few days relieved most of the areas. Southwest winter wheat states are now entering the critical period. Harvest has started in Texas with fair to good results from the early fields. Rust evidently arrived too late to do much damage to the northern areas. Wheat in the Panhandle is rather backward, as the recent rains came too late to be of much benefit. Oklahoma has shown some improvement during the past few weeks. The spring wheat and durum crop at present is in the most ideal condition it has been for many years and prospects are very bright in practically all sections of the spring wheat area.—Cargill Crop Bulletin.

Springfield, Ill., June 5.—Cool weather gave way to markedly warmer with resultant benefit to crops, particularly corn, oats and soybeans. Corn improved in color and made much better progress generally. Moisture is now mostly adequate over a large section of the state though still deficient in areas of the north and parts of the south; corn now averages about 90% or more planted and approximately 65% up. Some was being cultivated and fields were mostly clean; in localities however, cultivation was interrupted temporarily for sowing of soybeans which crop is still much delayed. Winter wheat condition is mostly good to very good in the south and fairly good to good in the north. Height varies in general from one to three feet. The crop is heading generally in the south. Condition of oats is mostly fair to good and improvement was shown during the week. Soybean plantings now vary from a small per cent to all sown in a few localities. Growth has been backward but improved during the latter part of the week. Alfalfa and clover were growing well. Pastures have improved somewhat but continue backward.—C. L. Ray, Statistician, temporarily in charge, U. S. Dept. of Agri.

Chicago, Ill., June 4.—The condition of winter wheat is estimated at 67.8% of normal compared to the 1928-37 average of 71% and 68% last year. This condition suggests a yield per acre of 14.1 bus. compared with 14.9 bus. last year and an average of 14.5. If future influences are neither more nor less favorable than average, a production of 479,495,000 should be obtained. Last year's production was 563,431,000 bus. and the average is 560,160,000 bus. The estimated acreage of spring wheat for harvest is 19,433,000 compared with 17,532,000 last year and 21,810,000 the 1930-39 average. About 81.6% of the acreage is Durum. Estimated condition of spring wheat is 82% of normal compared with 74.0, the 1930-39 average. Indicated production of spring wheat is 229,480,000 bus. compared with 191,540,000 last year and 179,075,000 bus., the 1930-39 average. The indicated yield per seeded acre of 11.8 bus. compares with the average of 8.2 which was exceedingly low because over half the planted acreage was abandoned in 1934 and 1936. The acreage of oats is estimated at 35,548,000 compared with 35,512,000 last year and 39,208,000, the 1930-39 average. Oats condition is estimated at 81% of normal compared with 72 last year and 77, the 1930-39

Government Crop Report

Washington, D. C., June 10.—The crop reporting board reports the grain stocks on farms June 1 as 50,630,000 bus. barley, and 11,268,000 bus. rye; against 52,292,000 bus. barley a year ago.

Winter wheat promises a yield of 489,000,000 bus., against 563,431,000 bus. harvested in 1939, of which 254,000,000 bus. was carried over to this year.

Rye production is estimated at 38,640,000, against 39,249,000 bus.

June 1 conditions were: Durum wheat, 88 per cent of normal, against 69 a year ago and 75, the 10 year average; other spring wheat, 88, against 71 and 73; oats, 82, against 72 and 78; barley, 82, against 72 and 78; hay (all), 83, against 73 and 76.

average. Oats production is forecast at 1,077,000,000 bus. Rye condition is estimated at 76% of normal compared with 65% last year and the average of 73%. Indicated rye production is 37,925,000 bus. vs. 39,249,000 last year and 38,492,000, the 1930-39 average.—R. O. Cromwell, Statistician, Lamson Bros. & Co.

Olney, Tex.—The first truck load of new crop wheat was received May 25. The grower claimed a yield of 15 bus. per acre.

Throckmorton, Tex.—About 5,000 bus. of 1940 wheat reached local elevators May 30 and 31, the first two days of the 1940 purchasing season. The wheat graded No. 1 and sold at 63c here.

Lansing, Mich.—Elmer A. Beamer, state commissioner of agriculture, announced bean shipments and inspections in the first eight months of the 1939-'40 shipping season totalled 3,097,000 hundred-lb. bags, a greater total than that of the 1938-'39 season when 3,001,746 bags were shipped during the entire year, and well over the 10-year average which totals 2,383.66 bags per year. He stated war in Europe had boomed the sale of Michigan beans.

Duluth, Minn.—Grain receipts for the month of May ran higher than the trade had expected and largely offset the liberal outmovement, causing stocks to be maintained at a high level. At the close of business June 4, elevator holdings amounted to 31,584,000 bus., against 18,824,000 bus. same time last year. Grain shipments since the opening of navigation up to June 4 ran 19,969,224 bus. compared with 18,983,131 bus. for the same period in 1939.—F. G. C.

Buffalo, N. Y., May 22.—Despite the "complete demoralization" of the export grain trade at North Atlantic ports, railroads during the past week took 1,469,963 bus. of Canadian wheat from Buffalo to the seaboard. Most of the grain went to Boston to fill up elevator space there where storage rates are low. The breakdown in ocean shipping of grain is beginning to be felt, however, and the rail export movement is expected to drop sharply. One 160,000-bus. grain shipment scheduled to leave for Belgium was canceled.—G. E. T.

Kansas City, June 6.—The first arrival of the new wheat arrived today from Temple, Okla., on the Rock Island railroad in the southern part of the state. Yields in the vicinity of the shipping point are reported to be running about 20 bus. an acre. The wheat was good quality, grading No. 1 dark hard, testing 62.1 lbs. to the bu., 13.3% moisture and 14.50% protein. Following the custom established for first arrivals, the wheat was sold at auction on the trading floor. It was purchased at 86c a bu., a premium of around 11c over Kansas City July and about 5c more than the basis for similar quality old wheat. Last year the first new wheat to reach Kansas City was from Hazelton, Kas., grading sample, 61.5 lbs., 16.6% moisture and 11.80% protein. It sold at 3c over July.

Soybean Movement in May

Receipts and shipments of soybeans at the various markets during May, compared with May, 1939, in bushels, were:

	Receipts		Shipments	
	1940	1939	1940	1939
Baltimore	.....	.....	.....	16,871
Chicago	941,000	595,000	645,000	297,000
Indianapolis	27,000	15,400	15,000	35,000
Minneapolis	.....	.....	4,400	.....
Peoria	45,000	7,500	51,200	10,820
St. Joseph	18,000	4,500	.....	1,500
St. Louis	6,400	20,800	16,000	4,800
Toledo	24,000	61,500	40,550	220,305

Grain Movement

Reports on the movement of grain from farm to country elevator and movement from interior points are always welcome.

Delphos, Kan., June 6.—Wheat 5% in farmers' hands.—Wilkins Grain Co.

Fort Morgan, Colo., June 6.—Practically all grain has been marketed.—Young Bean Co.

Burchard, Neb., June 5.—Old wheat on farms, 1½%; corn on farms, 45%.—Burchard Elevator Co.

Bicknell, Ind., June 1.—No corn moving; will not sell at less than 70c at crib, hence we are out.—O. L. Barr Grain Co.

Covington, Tenn., May 22.—Very little corn left in farmers' hands and will be used making the new crop.—Chas. P. Noell.

Campus, Ill., June 5.—Oats all shipped out of farmers' hands; 80% of sealed corn still here; other corn all marketed.—B. E. Hamilton Elevator.

Chicago, Ill.—A shipment of 378,000 bus. No. 2 and No. 3 white oats by the steamer Riverton arrived May 27 from Fort William, Ont., for delivery on the May future. The oats were unloaded into the Northwestern Elevator by Cargill, Inc.

Chicago, Ill.—A shipment of 104,000 bus. of No. 2 yellow hard wheat from Montreal was unloaded May 27 for delivery on May futures. Stored at the seaboard since last fall, the war closed foreign outlets, and the wheat returned to Chicago.

Charlestown, Ind., June 5.—Practically no wheat in farmers' hands from last year's crop. Old corn in farmers' hands is the lowest in many years. This spring farmers were cleaned on all feed after a very severe winter. They are out of corn, wheat, oats and hay.—Charlestown Milling Co.

Fort Worth, Tex.—First cars of 1940 oats arrived May 30, from Winters, Tex.; it graded No. 3 red, testing 29½ lbs. per bushel. Two cars of 1940 wheat billed for here and loaded June 1 were from Megarcel and Throckmorton. Wheat and oats are ready to cut all over this part of the state as soon as the ground dries, and harvesting will be going along together this week it is expected.

Ottawa, Ont., June 6.—Canadian wheat in store May 31 was reported as 281,527,647 bus. compared with 115,863,252 bus. for the week of June 2, 1939. Marketings in the three Prairie Provinces for the forty-four weeks from Aug. 1, 1939, to May 31, 1940, as compared with the same period in 1939 were as follows, figures within brackets being those for 1939: Manitoba, 51,635,916 (42,914,957); Saskatchewan, 219,822,317 (111,502,294); Alberta, 122,295,635 (123,424,001) bus. For the forty-four weeks ending May 31, 1940, and the same period in 1939, 393,753,868 and 277,841,252 bus. were received from the farms.—R. H. Coats, Dominion Statistician.

The Quaker Oats Co. Adds Another Elevator to its Akron Plant

The Quaker Oats Company has long operated large cereal mills at Cedar Rapids, Ia., St. Joseph, Mo., Peterborough, Ont., Memphis, Tenn., Saskatoon, Sask., and Southall, England, and has just added a fireproof concrete elevator to its well equipped plant at Akron, O.

The Quaker Oats Company has two plants in Akron, each covering more than a city block. At the lower plant it does the milling and manufacturing. At the upper plant, which is three blocks to the south, the grain is received and cleaned. The upper plant consists of Elevators A, B, C and D, a large cleaning house, warehouse, power plant, etc. Elevators B and D are of re-inforced concrete construction. Elevator A is of wood construction. The old Elevator C also was of wood construction. That building was demolished to make room for the new concrete Elevator C.

THE NEW ELEVATOR C consists of twenty circular bins 14 ft. 3 in. inside diameter and 118 ft. 3 in. high. Below the bins is an open basement story 14 ft. 6 in. high. Over the bins a cupola 12 ft. high.

East of the elevator proper is a tower 12 ft. 6 in. by 34 ft. Above the bin floor the tower is increased to 40 ft. by 34 ft. The roof of this tower is 86 ft. above the bin floor. The tower is offset at the scale floor, garner floor and the top floor, reducing the top story to 36 ft. by 30 ft. In this tower is a stair extending from the basement to the top floor, a passenger elevator operating from the first floor to the bin floor, an Ehrsam man lift running from bin floor to the top floor and the grain handling equipment. This tower is connected to the bin floor of Elevator D and to the top floor of the cleaning house by means of two foot bridges.

East of the tower is a dumper shed 28 ft. 6 in. wide, 81 ft. long and 29 ft. 8 in. high at the eave. The elevator and tower are of re-inforced concrete construction. The dumper shed is of structural steel framing covered with Robertson protected metal. The Burvet telescope doors of the dumper shed are motor operated.

THE CAR DUMPER SHED is immediately adjacent to the elevator and workhouse, the inside of wall of the Car Unloader pit being the outside wall of the elevator. A belt conveyor running at right angles to the unloader track takes the grain discharge from the box car to the boot of the receiving elevator.

The Richardson Box Car Unloader installed by the Richardson Scale Co. includes a car carrying bridge embodying the car clamps and the end tilt drive, which bridge is mounted on a single keel that oscillates in a nest of rollers. The superimposed load is carried through the rollers onto a curved rail which is a feature of the pendulum member, and this pendulum member is suspended from a knife edge bearing mounted on the top of a main column known as the pedestal. The side tilt of the car is actuated through the swinging in and out of the pendulum member, this movement simultaneously and automatically effecting the removal of the car door boards. The car is end tilted through the oscillation of the bridge and keel in the curved nest of rollers. The tilting of the car causes the grain to flow out of the car door and into the receiving hopper below.

CAR CLAMPING: By means of any car moving device such as a cable car puller or gasoline locomotive the car to be unloaded is spotted on the unloader bridge at approximately the middle. Two car clamps rise from below the rails at the extremities of the bridge, simultaneously unlocking the bridge from the masonry. The clamps move toward each other and the car is rolled to the exact middle where it is locked tightly between them.

The outer car door has already been opened and there still remains the grain door, a series of boards coopered to the inside of the door posts and held in place mostly by the weight of the grain behind them. The door opening mechanism is now set in place and the car is ready to be side tilted and simultaneously have its grain door removed.

TILTING. The car is tilted sideways or laterally to an angle of 15 degrees during which operation the grain boards are removed by a simple door opening mechanism. The door boards are raised inside the car to a position high above the grain and the car is ready for end tilting.

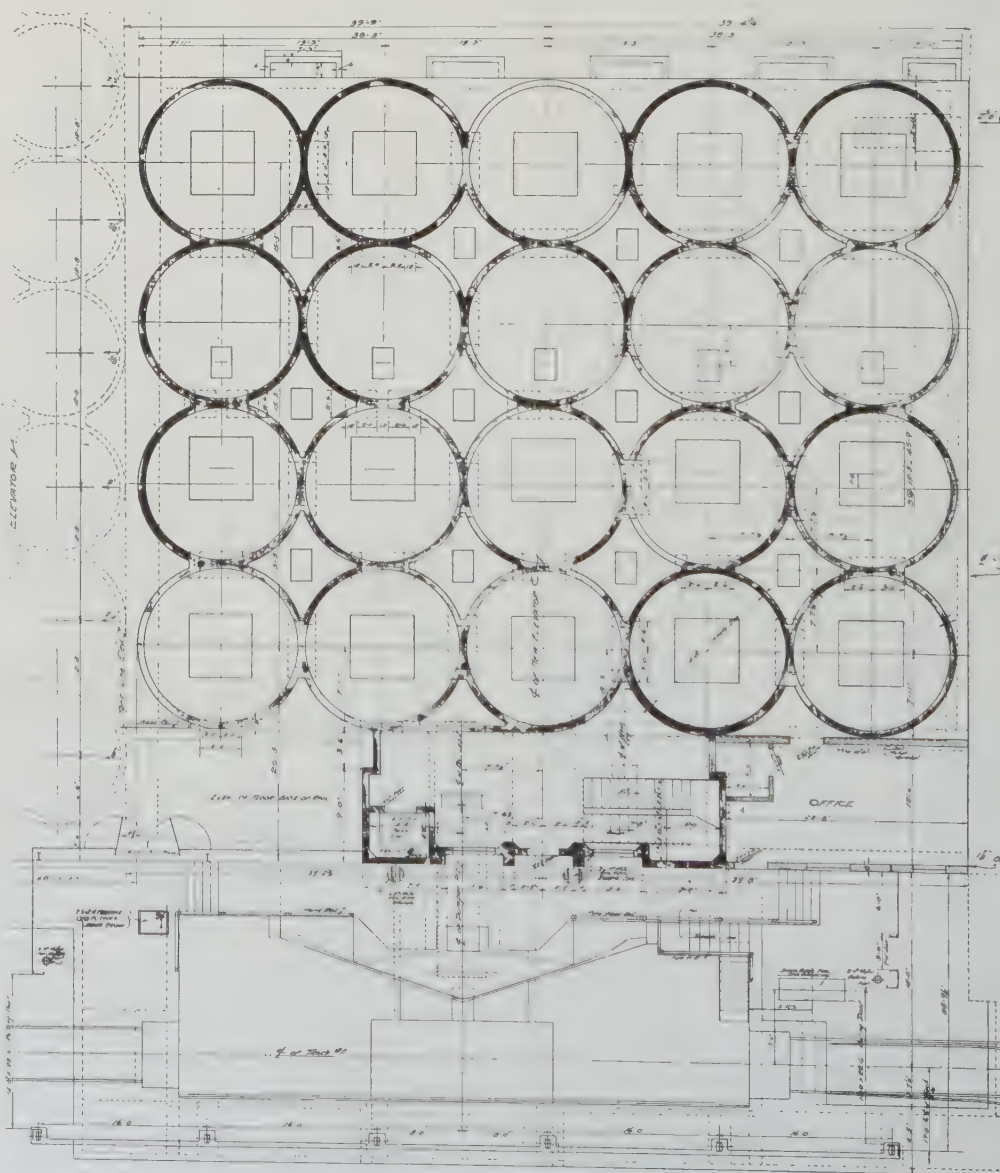
The car is tilted endwise to an angle of 35 degrees with the horizontal. The combination of the end tilt and the side tilt results in the grain rushing from the raised end through the door. The other end of the car is now upended in a second end tilt. More grain rushes through the door, but there still remains some that passes the opening and remains in the car, necessitating a third tilt. During this final end tilt the operator slides a light aluminum deflector diagonally across the car to divert this remaining grain through the door.

The car being empty is now brought to the level position from its end tilt. An electrically illuminated arrow mounted on the masonry at the end of the bridge tells the operator when this exact level position is reached. The car is next tilted from the 15 degree side position to the level position.

The car clamps are lowered to clear the bridge for car shifting. As they recede below the rails they automatically lock the extremities of the bridge firmly with the masonry. Simultaneously with this final operation the operator steps through the unobstructed door of the car and sweeps out what little remaining grain may have clung to a rough floor or an imperfect lining. He steps from the clean car and releasing a toggle allows the door opener to swing out of the car, dropping the grain door boards to the floor. The boards are in a perfect condition and can be used repeatedly in cooperating cars.

The car hauling system is again started and the empty car pushed off the dumper by the incoming loaded car. The Richardson Unloader is said to be capable of completely unloading a car of wheat, rye, corn or oats in 4 minutes and 30 seconds. Extra time for spotting and removing cars can be allowed to take approximately 90 seconds. At this rate 10 cars of grain can be unloaded in an hour.

OPERATING PLATFORM AND DEFLECTOR. The operating platform is broad, directly opposite and at practically the same level as the car floor. This platform does not



Bin Plan of Quaker Oats Co., New Elevator C at Akron, O.
[See outside front cover and facing page]

move, it carries no bulky door opening machinery and gives ample room to enable the operator to see the operations and to sample the grain.

Because of this clear operating platform, a man may operate the deflector by hand. This man is the one operator, otherwise standing idle as the machine starts its final end tilt. He does not lift the aluminum deflector, but slides it into position without so much as stopping the machine. The unnecessarily heavy original investment and the cost of upkeep of elaborate mechanism to perform this simplest of hand operations stimulated the design of this simple inexpensive and all effective hand-operated deflector.

The steel grating over the pit catches any paper or rubbish and is readily accessible for cleaning.

There is nothing new in the arrangement of the equipment. A small gasoline locomotive spots the cars on the Richardson dumper which discharges to a receiving hopper of carload capacity. From the receiving hopper the grain is carried by a 54 in. belt conveyor to a 24,000 bushel bucket elevator, which discharges through a 60 inch by 16 foot revolving reel to a 3,000 bushel garner. This reel removes any foreign substance remaining in the grain.

Below the garner is a Fairbanks-Morse hopper scale with full capacity beam and a 3,000 bu. hopper.

The turn head under the scale is operated by the weighman and reaches all the bins by direct spouting. The spout ring is also connected to the carloading spout, to six bins in Elevator A, to the instore conveyor in Elevator D and to a 42 in. belt conveyor which runs through a

new bridge to Elevator B, where it discharges onto either of the two instore conveyors or directly to six of the bins in the north end of this building.

Grain is returned from Elevator B to Elevator C over a 36 inch belt conveyor running through the same bridge, the discharge hood of this conveyor is connected to all the bins in Elevator C by direct spouting.

IN THE BASEMENT is a series of 16 in. screw conveyors in which the grain is blended and carried to the mill, or if desired, to the bucket elevator in the tower.

North of the tower extending to the cleaning house is a one story office building approximately 30 ft. wide by 25 ft. long. This office is connected with the various parts of the plant and with the main office by means of a ten station inter-communicating telephone system. It is also connected with the weighman's office by means of a pneumatic conveyor for scale tickets.

The electric equipment for power, light and signals complies with the latest code requirements for buildings of this type.

The dust collecting system was installed by the Day Co. The B. F. Goodrich Co. supplied 446 feet of 42x7 in. ply friction surface leg belting, with a weight of 3,365 pounds; 31 feet of 54x4 ply, 32 oz. rubber cover grain conveyor Manlift belting weighing 263 pounds; and 1,458 feet of 42x4 in. ply, 32 oz. rubber cover grain conveyor belting weighing 9,204 pounds, making a total of 12,832 pounds of belting furnished. The bucket elevator is equipped with a Gear reducer. The screw conveyors have a V-belt first reduction and roller chain second reduction.

Pacific N-W Dealers Meet

The Pacific Northwest Grain Dealers Ass'n was welcomed to hold its first Oregon convention by Mayor Lieualen of Pendleton in the United Artists Theater June 7.

Pres. A. J. Haile was prevented by illness from attending. His annual address was read by Vice Pres. Harry Morrison of Walla Walla. Sec'y Ted Brasch read his report, expressing appreciation for membership co-operation and noting increase in membership for the third successive year.

GEO. H. WISTING of Portland read a paper on "Significance of Present Economic Trends in the Pacific Northwest."

RAY BOWDEN, executive vice pres. of the Grain & Feed Dealers National Ass'n, spoke on "The Future of the Grain Trade." He said:

"Nothing is fixed in the grain trade. What we want is a chance for the individual to lead a life of his own choosing without stepping on the other man's feet. The grain trade knows planned economy is coming and we will try to live with it—but we will stick to the middle of the road. The present conflict represents the ideas of German economists against the ideas of Jesus Christ. It's going to be settled, and you're going to sit and watch it settled. If the world were to go onto a barter basis America, because of its gold, would be left holding the sack." He also deplored the trend toward bureaucracies but denied his remarks were aimed at any political party. "Assumption of powers by bureaus or persons appointed and not elected is what is changing us toward authoritarian government."

EARL C. COREY, Portland, Ore., special representative of the C.C.C., spoke on the Uniform Grain Storage Contract.

Resolutions were adopted opposing subversive activities, and asking the Pacific Northwest congressmen to support the bill to deport Harry Bridges.

Harry Morrison of Walla Walla was elected pres.; Jack Glover of Spokane, vice pres.; George Shultz of Reardon, Wash., treas., and W. W. Markham, Moscow; J. W. Campbell, Portland; Frank Horman, Genesee, Ida.; Vernon Robinson, Pomeroy; Frank Hearst, Wash-tucna; Tom Kerr, Portland; Ben Greer, Portland; H. L. McIntyre, Seattle, and B. H. Kiose, Spokane, new members of the board of directors. Executive board members are the president, Shultz, Glover, Horman, Kiose and J. W. Shepherd of Lewiston.

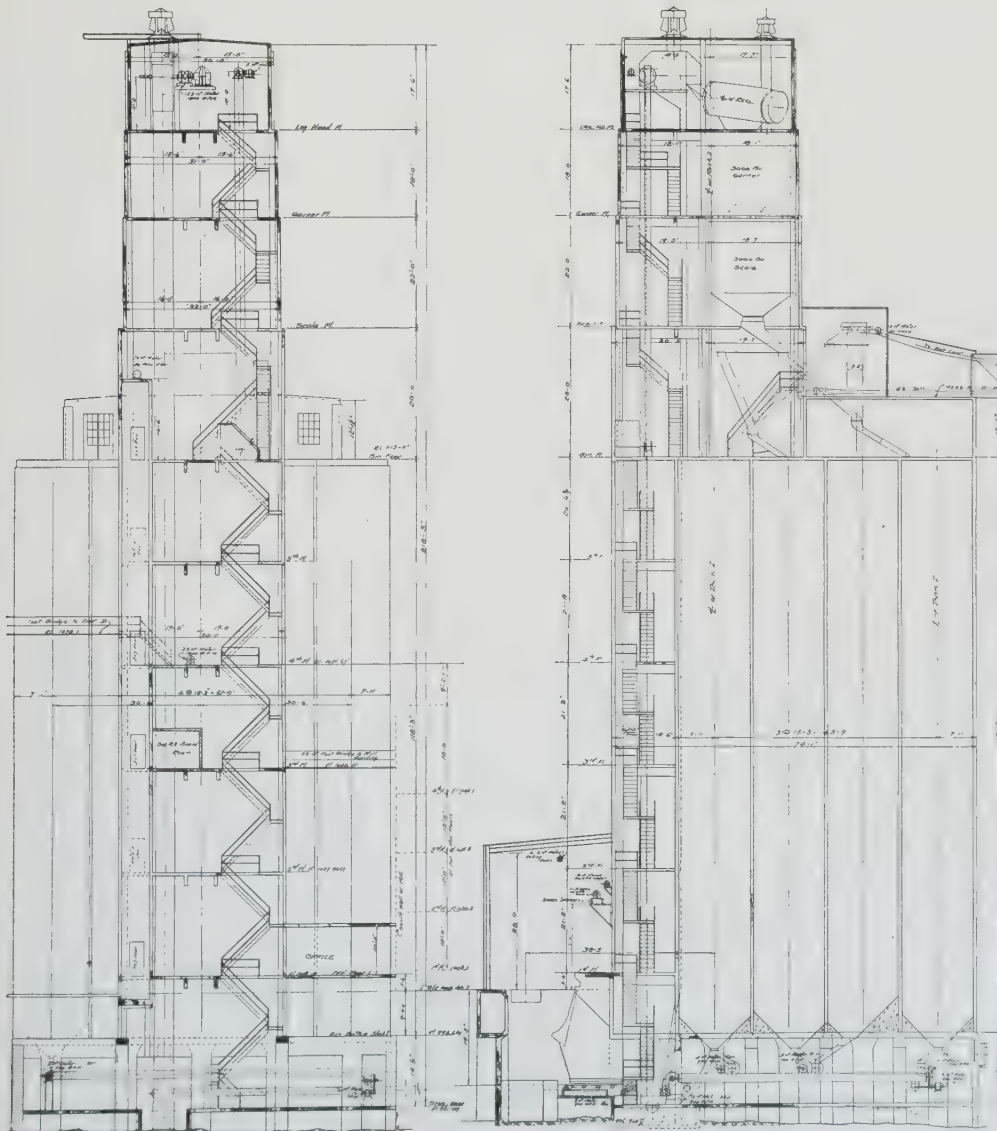
A banquet and entertainment was held at the junior high gym with entertainment furnished by Monte Brooks' orchestra of Portland and a troupe of vaudeville performers. Afterwards, the dance was continued at the Pendleton hotel. The afternoon also saw a trip to Emigrant hill for the ladies attending the convention, arranged by the Chamber of Commerce.

Farmers May Deliver '37 Loan Corn at Once

The Commodity Credit Corporation has announced that farmers having corn of the 1937 crop under loan may deliver it to the Corporation immediately in repayment of their loans. About 15 million bushels of this 1937 corn remain under seal on farms. It is contemplated that a substantial amount of the corn that is delivered will be exported under the export program recently announced.

The 1937 corn was placed under loan at 50 cents per bushel. It was resealed at 57 cents per bushel in the fall of 1938 and was again resealed at 57 cents in the fall of 1939. This corn would not be eligible for resealing in 1940. Practically all of the 1937 corn now under loan on farms is shelled and in bins.

The Senate Agriculture Com'te has favorably reported the bill by Sen. Guy M. Gillette of Iowa to extend the operation of marketing agreements to all farm commodities.



Elevations of Tower and Track Shed of Quaker Oats Elevator C at Akron, O.
[See outside front cover and facing page]

Nebraska Dealers Study Wheat Improvement

Subjects of primary interest before the annual convention of the Nebraska Grain Dealers & Managers Ass'n, held in the Fontenelle Hotel at Omaha, May 27 and 28, included grain improvement thru the selection of pure varieties of seed wheat and thru improved farming practices, relationship of the country elevator operator to the government's ever-normal granary plan, progress in administering Nebraska's itinerant trucker merchant law, and progress in development of waterway transportation on the Missouri river.

Two interesting business sessions covered these subjects, adopted resolutions and elected officers.

Monday Afternoon Session

PRESIDENT GENE BINNING, Dix, presided at the opening session and led immediately into his annual address. He said:

President Binning's Address

There is nothing more devastating than fear. Today the world faces its greatest catastrophe. Many foreign nations are embroiled in conflict. Uncertainty and fear has sprung up amongst us. We must meet this issue courageously, with strong military defense, and with equally strong economic defense.

As business men we should lay a foundation that can support the independent structure of our economic world. There is nothing needed for our immediate sustenance that we cannot produce in our own country. Rid us of enemy aliens and "isms," and our true America will take hold of the ship of state with renewed vigor.

In Nebraska the activities of the itinerant trucker have been increasing. This can be accounted for by the short coarse grain crop in western Nebraska, Colorado, and Wyoming last year. At the last session of the legislature we brought about improvement in the laws regulating the itinerant. We did not get all that we asked for, but many truckers operating under Nebraska's law have mended their ways of doing business or have been eliminated.

While grain dealers have many complaints over their part in operations of the Agricultural Adjustment Administration, they have tried to fit themselves into the program. The act was originally intended as an emergency measure, but it is becoming more and more permanent. Changes are being made in its method of operation, and these changes require the closest cooperation between government agencies and the grain trade. The least done to upset the established system for marketing grain will help to make the government program workable.

SEC'Y J. N. CAMPBELL'S annual report looked to the need for foreign outlets for grain.

Sec'y Campbell's Report

We live in the ominous shadow of a destructive European war. Eastern trade routes to foreign countries are disrupted, or in great danger. New markets for American products are being sought in 20 other American countries, but old outlets to the east must be restored to afford us sufficient markets for our surplus grain. No one can foresee the shifts in the currents of trade in this country that will result from weather conditions, and from Europe's war.

Under these conditions we must maintain strong state and national organizations of grain dealers to furnish counsel and influence the restoration of outlets for surplus grain.

Our representatives in the Washington conferences during formation of the new Uniform Warehouse Agreement covering the handling and storage of grain for the government, gained valuable concessions in rates and terms, but they are working for further modifications.

A long delay preceded granting by the railroads of relief rates to drought states needing feed, and these rates did little good in restoring traffic to elevators. However, the regular truck lines handling the greater volume of this business are now buying their supplies largely thru the elevators in the heavy corn producing sections and making a greater percentage of their sales to elevators in the consuming areas.

Activities of unbonded itinerant truckers have been curbed. A number of them have been jailed for illegal practices thru vigorous enforcement of Nebraska's itinerant trucker merchant law, but "no-funds" checks are still causing trouble and losses to elevator operators in this state. Grain dealers should demand cash or its equivalent for all sales of grain to truckers, and furnish evidence of illegal operations to enforcement officers.

Administration of Itinerant Law

E. A. DOSEK, Lincoln, in charge of administration of Nebraska's itinerant trucker merchant law, vigorously denounced the gypsy trucker, pointing out many ways in which the itinerant avoids expense borne by established dealers, and urging dealers to help in enforcing Nebraska's itinerant merchant law.

Wheat Improvement

GLEN H. LE DIOYT, sec'y, Nebraska Grain Improvement Ass'n, Lincoln, showed charts in discussing the wheat improvement program in the state. His report showed that 51.2% of the samples of farm wheat submitted for planting in Nebraska's test plots was turkey hard; 11.7% Nebraska No. 60; 9.1% Cheyenne, and .26% Nebred, all of which are recommended varieties of hard winter wheat for Nebraska production.

This is an unusually high percentage of recommended bread wheats. But LeDioyt felt that the percentage should be higher, naming 21 varieties that have been identified from samples of farm wheat growing in the test plots. Fulcaster, a soft wheat which experiment station authorities have refused to recommend for Nebraska planting, accounted for 13.2% of the farm samples submitted. Iobred, another soft wheat, accounted for only 5%.

Part of northern Nebraska plants spring wheats. LeDioyt's investigations have disclosed a drift away from varieties like Marquis, showing that 41% of the samples submitted were Ceres.

LeDioyt pleaded for more vigorous support of the Nebraska grain improvement program by Nebraska grain dealers, and extended an invitation to all to attend the field day at the master plot at Lincoln on June 17, where 2,600 samples of farm wheat from all over the state are growing beside recommended pure varieties.

Wheat Culture Practices

DR. F. D. KEIM, of the College of Agriculture at Lincoln, explained how cultural practices affect the yield of wheat. He exhibited tables showing the results of studies on cultural practices at the college experiment station to support the following recommendations:

Depth of plowing: A tendency to plow deep has followed use of tractors by farmers. Plowing deeper than 7 inches brings too little additional advantage in yield to be worth its cost.

Early plowing encourages good yields. Plowing July 15 and discing Aug. 15 produced the best yields.

Smut: Untreated seed wheat produced 36.7% smut in experiment station tests. Treating the seed with New Ceresan, or with 20% copper carbonate in recommended amounts reduced smut to little more than 1%.

Drilling in seed wheat produced a 4 to 5 bu. gain in yield over broadcasting seed wheat and dragging or discing it into the soil. Planting 6 pecks per acre increased yields over sowing smaller amounts.

Time of planting influenced yields. Oct. 1 plantings produced best yields over a period of years, escaping the Hessian fly hazard.

Harvesting wheat with a combine before it is ripe cuts down the yields.

Moisture in soil at seeding time affects yields. When the soil is damp 3 ft. below the surface, Nebraska wheat has shown ability to produce 10 bu. or more per acre 88% of the time. Similar moisture in Kansas has shown similar yields 84% of the time.

Plowing 5½ inches deep on July 15, harrowing after plowing, and discing on Aug. 15, and again before seeding is a recommended tilling practice for wheat in Nebraska.

Discing 2 tons of straw on the surface lightly into the soil stored 4.16 inches of moisture in Nebraska tests. Subsurface tillage had a similar effect in conserving moisture.

Burocratic Control

ELMER H. SEXAUER, Brookings, S. D., president of the Grain & Feed Dealers National Ass'n, delivered an able address on world conditions and their legislative effect on the grain business.

Mr. Sexauer marked the trend toward bureaucratic control of the grain business in this country. "The grain business of yesterday is changing, creating business uncertainty, and inability by the grain trade to plan progressively for the future."

Ever-Normal Granary

WILLIAM McARTHUR, Washington, D. C., representing the A.A.A., spoke on the ever-normal granary plan, pointing to its achievements in building up huge surpluses of grain, to rises in the prices of grains (passing lightly over drastic market declines in recent weeks), repeating remarks at earlier conventions as reported in the Journals.

Officers Elected

Election placed the following officers: Guy Jones, Eagle, president; Theo. C. Counter, York, first vice-president; R. M. Watson, North Bend, second vice-president; J. N. Campbell, Omaha, sec'y-treasurer. New directors: J. G. Fitzgerald, Palisade; C. N. Deaver, Sidney; H. E. Hanson, Stella.

Hold-over directors are W. A. Moseman, Pender; R. L. Thompson, Gresham; and D. A. Cramer, Chester. Election also continued George Stites, Union, as the executive head of the ass'n's legislative com'te, and made retiring President Gene Binning, Dix, an ex-officio member of the board of directors.

Resolutions Adopted

R. L. THOMPSON, of the resolutions com'te, reported the following resolutions, which were adopted unanimously:

Reduce Carload Minimum

RESOLVED that the Nebraska Grain Dealers and Managers Ass'n is in favor of reducing the minimum carload for grain to 30,000 lbs. and ask that other grain interests in states adjoining Nebraska join us in a movement to bring this reduction about.

Truck Traffic

RESOLVED that we deplore the apparent inactivity of the railroads in recognizing the increasing inroads being made on their grain tonnage by the itinerant trucker and trucks in general, all of which is so vital to the country elevator operator. Unless a substantial reduction is made in rail freight rates most of us are going to be compelled to provide additional storage for the reception and storage of grain that is put upon the market by the farmer immediately after harvest, and which will make us largely dependent upon the trucks for a method of transportation. We should not be compelled to go to this additional expense, but it will be necessary as a matter of self-preservation unless the rail carriers make a material reduction in their rates.

Tuesday Morning Session

PRESIDENT BINNING presided at the second session, which was devoted largely to a study of channel developments to make the Missouri river navigable.

LIEUT. COL. WM. M. HOGE, district engineer, U. S. Army Engineers, Omaha, was the speaker. He gave a historical analysis of transportation on the Missouri during the pioneer days before giving mechanical details of work now in progress to make the river capable of carrying modern barge traffic.

Missouri Made Navigable

"An essential part of the Missouri river development," he said, "is Fort Peck dam, at the mouth of the Yellow river in Montana. By means of this dam, which is now in operation, impounding many millions of acre feet of water that have their origin in the snows of the Rocky Mountains, it will be possible to maintain a 6 ft. channel in the Missouri river as far north as Sioux City.

"The Missouri river project is now 85% complete. The channel is open as far north as Omaha for all who wish to operate their barges and tow boats in it at their own risk.

"Channel work is progressing rapidly northward. Already it has reached Mondamin, Ia. Within two years the river will be open to Sioux City; sooner if Congressional appropriations are sufficient to speed up the work.

"Present day river transportation equipment makes no speed comparable with the early day packet boats that steamed quickly between river ports. Standard equipment today consists of a 1,500 h.p. diesel powered tow boat, pushing four huge barges thru the channel. Downstream this equipment will make up to 10 miles per hour; upstream it slows to 2½ to 3 miles per hour."

"The swift, silt carrying Missouri, which has a reputation for wandering about in its valley, can be held to a fixed channel, and is scouring out its bottom," said the speaker, describing the methods employed by the Army engineers to keep the river directed to a single course. "What is needed now is dock development. So far comparatively little has been done, though many dock sites have been leased. Omaha has a dock commission to build a general freight, handling station, and an elevator for loading river barges. At Brownsville and Nebraska City sites for grain elevators have been leased by Hart-Bartlett-Sturtevant Grain Co. A private grain firm at Sioux City has taken a site but started no improvements. Many others, however, are in prospect."

Indirect benefits from the work of the engineers on the Missouri, said Lieut. Col. Hoge, will pay for 52% of the cost of the river development. These indirect benefits he listed as reduced maintenance on bridges, saving of farm land now subject to the abrasive action of the river, reclaiming of farm land now lost thru river overflows, and flood control.

His estimates on the cost of moving freight on the assured 6 ft. channel calculated averages of 8 mills per ton mile. Downstream the cost is much lower. If the channel can be cut to 9 ft., and 95% of the navigable portion of the river will have a 9 ft. channel when work is completed, the cost of transportation can be reduced to an average of 3½ mills per ton per mile.

Nebraska's Warehouse Law

GEORGE A. FOX, Lincoln, Nebraska's state railway commissioner, in charge of the Nebraska warehouse law, leading a discussion, could find no complaint from the grain dealers regarding administration and provisions of the Nebraska warehouse law.

Adjourned *sine die*.

Nebraska's Banquet

The annual banquet was held in the Hippodrome room of the Fontenelle Hotel, with over 100 delegates present to consume fried chicken hungrily and listen to a brief after-banquet program.

TOASTMASTER FRANK BELL, president of the Omaha Grain Exchange, introduced leading lights and presented an entertainment feature.

PRESIDENT SEXAUER of the Grain & Feed Dealers National Ass'n spoke briefly, offering a few stories and inviting all to attend the convention of the National in Louisville, Ky., in October.

Nebraska Convention Notes

LINCOLN'S representative was Bill Smith. DES MOINES, Ia., sent W. C. Fuller.

ST. JOSEPH, Mo., boosters were Bob Graham and R. E. Harrington.

KANSAS CITY representatives were "Hoot" Harding and Jim Rick.

SALINA, Kan., was represented by B. K. Smoot.

FROM OGDEN, Utah, came Elwood Williams.

E. H. SEXAUER, Brookings, S. D., president of the Grain & Feed Dealers National Ass'n, was widely praised for his stirring address on the relations of the government and the grain business.

"KILL the weevil," was the war-cry of Ward A. Combs, of the Prestox Co., distributors of Larvacide.

H. M. SKINNER and R. O. Tillotson were on the job for the Tillotson Construction Co., showing three panels of photographs of cribbed elevators, cribbed annexes and reinforced concrete elevators that this firm has built, including construction progress photographs of the new 60,000-bu. reinforced concrete elevator now under construction for the Farmers Cooperative Grain & Supply Co.

IOWA shippers who put in an appearance were Francis Day of California and Earl Galbraith of Sac City. Both remarked that local meetings in their state have been helpful in smoothing out conflicts and in keeping the elevator operators well informed on how to deal with and work with government agencies handling the ever-normal granary program.

REGISTRATION of delegates was handled by Harry M. Lehr of the Grain Dealers Mutual Fire Insurance Co., who pinned attractive identification badges, supplied by his company, to the coat lapels of the delegates. C. R. McCotter, head of the western office of the company, also put in an appearance, did a lot of hand-shaking, and visited with his many friends in the Nebraska grain trade.

NEBRASKA country shippers in attendance included L. G. Hayes and Ed Kuhl, Ashland; Andrew Hanson, Bancroft; C. E. Fuescher, Bog Springs; W. G. McCue, Burchard; Leland M. Busch, Colon; Gene Binning, Dix; O. C. Beaumont and Jim Morey, Dunbar; C. Guy Jones, Eagle; John Lubker, Jr., Fremont; W. C. Grots, Garland; John Schultz and R. L. Thompson, Gresham; E. P. Weeth, Gretna; John Herfkens, Hartington; Edw. Hormann, Malmo; T. H. Hackbarth, Meade; John R. Jirdon, Morrell; Henry Lubker, Nickerson; H. E. Day, Jr., North Platte; H. M. Holmquist, Oakland; Anton Egr, Prague; W. A. Moseman, Pender; Gerald Ehernberger, Schuyler; H. E. Hanson, Stella; Fred W. Mueller, Syracuse; Allen W. Withers, Ulysses; George A. Stites, Union; Frank J. Dolezal and E. J. Karrick, Weston.

GERALD EHERNBERGER, of the Golden West Elevators at Schuyler, sported a 5-weeks'

growth of beard which gave his friends call to tell him he looked like a doctor or an explorer. The reason is that Schuyler is celebrating the 70th anniversary of its founding in true western style. Male citizens of this fine Nebraska city must give their razors a rest and let their whiskers grow. On an appointed day fitting tribute will be paid to the memory of Schuyler Colfax, an early Nebraska statesman for whom the city was named. There will be a grand celebration, then the drouth will break for the barbers of the city.

Improving Quality of Nebraska's Wheat

The second annual millers' and grain dealers' field day will be held in Lincoln, Neb., on the College of Agriculture campus June 17 at 2 p. m. The event is being sponsored by the Nebraska Grain Improvement Ass'n with the agronomy staff of the Nebraska Agricultural College assisting with plans. Glenn H. LeDioyt, secretary of the improvement group, is in charge of arrangements.

The feature event of the day will be a visit to the "Master Nursery" of the Nebraska Grain Improvement Ass'n, which includes 2,600 farmers' samples of wheat from 26 different Nebraska counties. This plot is in excellent condition and shows the marked contrast of the various varieties being grown in the state. Dr. K. S. Quisenberry, U.S.D.A. plant breeder stationed at Lincoln, will be on hand to explain the small grain breeding and testing program.

Dr. F. D. Keim, chairman of the Agronomy Department, will discuss "The Nebraska Grain Improvement Ass'n and the Agronomy Department."

R. M. Sandstedt of the Department of Cereal Chemistry at the University of Nebraska, will discuss "Does Nebraska Produce High Quality Wheat?", while Dr. K. S. Quisenberry of the U. S. Depart. of Agri. will present "Wheat Varieties—Old and New."

Glenn H. LeDioyt will present the highlights of the grain improvement work sponsored by his Association.

Plastics from Corn

The Corn Products Refining Co. has begun the manufacture of mazelin, a plastic, from corn which is suitable for buttons of different colors. Its Pekin plant is equipped to turn out 5,000 lbs. per day.

An eastern port in Canada recently received 200,000 bus. of grain from Australia for reshipment to Europe.

Flour mills reporting to the Bureau of the Census ground 402,488,567 bus. wheat during the 10 months prior to May 1, against 401,168,003 bus. ground during the like period of 1938-39.



Left to Right: Gene Binning, Dix, ex-pres.; W. A. Moseman, Pender, Director; Harry E. Hanson, Stella, Director; Gerald Ehernberger, Schuyler, past-director.

Missouri Dealers Protest Government Interference

Relief from government interference was the keynote of the Missouri Grain, Feed and Millers annual convention held at Mexico May 23. The attendance of 351, with the largest proportion of country dealers ever to attend a Missouri meeting taxed the capacity of the local hotels.

Thursday Morning Session

PRES. FOREST W. LIPSCOMB, Springfield, presided at the opening session.

After invocation by Dr. A. A. Wallace a hearty welcome to Mexico was extended by Judge Frank Hollingsworth. Guy G. Goode, Centerville, responded.

PRES. LIPSCOMB delivered his annual address, from which we take the following:

With the problems we are facing today, it seems to me that now is a critical time and we must act in unison to protect the shreds of an economical system of distribution of agricultural products. As we look back over 7 years of New Deal administration and compare it with seven years of Pre-New Deal administration, we find by records as furnished by our government that the cost of running the Department of Agriculture alone is 414% greater than the previous period, yet the value of farm income dropped 15%. At this point I want to call to your attention that while I hold the proof of this statement in this hand, it is possible to select comparative years from either period and make an entirely opposite claim but for the sake of fairness we are interested in an average.

In the last 7 years, the cost of federal government has been 92% greater and the federal tax burden 19% greater than in the earlier period. There is certainly nothing healthy in this condition. We can't laugh it off with cries of "Prosperity is just around the corner." Could it be possible that through this artificial means of spending and taxing to reach economic security, we have lost sight of the fundamental plan that has for 150 years made us a producing nation? I am thankful that we can gather here today to freely discuss our problems and to work together as a fighting wedge against a force that sometimes seems to swallow the entire industry in an avalanche of political schemes of theorists who store in steel bins an entire corn crop of a nation while thousands of well equipped country elevators stand idle because, the rates offered them would not cover costs.

THE TRANSPORTATION of grain and farm products over our highways has increased. While it has increased, the general character of the trucker has improved. This statement may be questioned by some, but if so, these persons have reference to those who do not come within the scope of established business. There is no definite or accurate record of the number of motor vehicles operated by private carriers in the United States, but the estimate is about four million, of which 638,000 are regulated.

We have always contended that all transportation regulations must be in the public interest and not designed to cripple the shipping service of the nation. It must not be designed to harass the use of the family automobile and the privately owned farmer's truck nor the trucks of those who operate them in conjunction with a recognized and legitimate tax-paying business. It is foolish for us to assume that the transportation of all farm products will eventually go back to the rails. We are past that time, because of the multiplied restrictions and government regulations that force the railroads to do things that are against the better judgment of their manager.

In the past few years it has become necessary for recognized country grain men to place in operation fine, new and larger trucks if they were to keep their place in the sun. It has become an economic necessity. I admire their spunk. At least they have kept the doors to their old elevator open. They are in business. They pay taxes. The profits haven't been so rosy for them probably, but they have reached out and taken on new lines of merchandising. Maybe before they didn't handle much poultry feed, because their territory was a grain producing section. They educated their farmers to grow chickens and turkeys. Then they put in a line of poultry feed. Next they began to sell baby chicks. They introduced new seeds that were adapted to their territory. A few more cows were seen on the farms. Finally the sales of dairy feed picked up. They bought the farmer's produce. They were mak-

ing money. But before these progressive merchants there looms new ICC regulations that will add new worries, if and when Congress appropriates money to police operations by private carriers under Division 5 of the ICC law. I urge that you hesitate and investigate the possibility of these new applications of the ICC law before you expand your truck operations too far.

We, as an Association, must continue with a policy of clearing up the unregulated trucker who is not in the class of a tax-paying merchant and at the same time, protect the operations of the privately-owned, tax-paying businesses.

We look forward to a program that will correct this problem and in all probability we can expect some real and satisfactory results by our next Convention. We look forward to a steadily increasing membership, because we can see more reasons every day why a grain and feed dealer cannot meet these problems alone.

SEC'Y A. H. MEINERSHAGEN'S ANNUAL REPORT

The past year the Grain, Feed & Milling trade has had new laws to comply with and get accustomed to. Adjustments have had to be made to do business according to these laws. Industry wants to comply with these laws as they are understood, but it is taking time to get these laws defined.

While foreign armies fight to destroy, American business fights for a better way of living. The Spirit of America has been—"I Can, I Can, I Must." It is now rapidly becoming, May I?, Can I?, Must I? The increasing complexity of our modern life no doubt requires more regulation on the part of public authority than was needed years ago. Government regulations are only a part of the story. The diminishing prospects of a reasonable margin of profit, the high cost of financing under the rigid restrictions now in effect, especially in connection with the average small business dealing direct with the producer of agricultural products, the trouble and expense of making out and filing reports required, all bear particularly hard on struggling businesses where the proprietor has to perform manifold functions for which a skilled staff is available in larger units.

Today a business man has not only to look after his immediate job of buying raw materials, manufacturing, selling, meeting the payroll, etc., but must also be an expert in the field of labor relations, wages and hours, measures, safety precautions, workmen's compensation, reciprocal trade treaties, and Federal, State and local taxation. Is it any wonder that many an individual of modest means who in the old days would not hesitate to venture his life, his fortune, and his sacred honor in some private enterprise of his own choosing, now hesitates to venture into the business world of present regulations.

The added cost of operating business reflects directly to your customer. You must buy on a better margin and you must sell on a better margin. The Grain, Feed and Milling industry pays the farmer less for his grain and the feed buyer pays more for his feed to take care of the extra cost of operation.

Since the beginning of time, transportation has been the life line of trade. We acknowledge that truck transportation has won a place in the economical transportation problem and we have no quarrel with the trucks operating under the Public Service Commission or operated by an established business who bears their share of taxation and expense of building our highways. We feel that all trucks travelling highways should be forced to carry liability insurance and be made responsible. Your organization is cooperating with the Associated Producers and Distributors of Missouri to organize every county in the State and work to pass some necessary legislation to regulate the itinerant trucker.

In order to meet truck competition, the railroads reduced their rates on coarse grains moving from Northern Missouri and Iowa to Southern Missouri and Kansas. A very slight increase in grain movement by rail has been effected. It seems that a reduction in freight rates is necessary to meet truck competition. Freight rates on building material from Kansas City to points a radius of 50 miles were reduced from 88c per ton to 55c per ton and the reduction brought the business back to the railroads.

Our membership is the same as it was a year ago, but we need more members to carry on effectively. Only about 10 per cent of the trade carry the burden, 90 per cent of the trade gets the advantage of the work this 10 per cent is doing and this should not be. We issue monthly bulletins, keeping our members advised as

to the new laws effecting their business. Organizations that have a large membership usually gets any reasonable requests made and it is vital that the Grain, Feed, and Milling trade build a stronger organization.

PRES. LIPSCOMB appointed the following committees:

Resolutions: Henry H. Greene, Pattonsburg; Carl Bolte, Slater; Bert Collins, St. Louis; W. W. Pollock, Mexico; and Jack Martin, Kansas City.

Nominations: R. C. Davis, Charleston; Art Mann, Clinton; and Charles Brucks, Glasgow.

Auditing: F. E. Robinson, Palmyra; and George Klingenberg, Concordia.

FRANK STOLL, Kansas City, Exec. Director, Associated Producers and Distributors, discussed Why Do Gypsies Get the Grain? from which we take the following:

EFFECTIVE WORK OF THE ASS'TD PRODUCERS

The failure of the gypsy trucker to make a living, has caused many of them to fall into fraudulent practices in order to guarantee themselves an adequate profit. This phase of the business has reached serious proportions. Included are such operations as kiting checks, forgery, short weights, the peddling of ungraded and polluted seed under false markings.

Most of you are aware of the efforts of the Associated Producers and Distributors of Missouri to check their swindling practices.

Briefly, we propose to obtain strict legislation which will place the gypsy peddler under a business-like regulation. The bill we are proposing will provide that such truckers shall buy a special license to operate as an itinerant merchant; thus giving the State a measure of control over him; shall furnish a bond to assure payment of sales and other taxes; shall furnish a surety bond against any fraudulent dealings; and shall carry adequate public liability insurance, protecting against loss from property damage and personal injury.

The bill will not affect farmers hauling and selling their own products; established merchants hauling goods to or from their places of business; licensed or contract carriers holding PSC or ICC permits; or persons hauling goods for their own personal consumption or use.

To accomplish the final passage of this bill, we are now in the act of organizing educational committees of interested persons, business men and civic officials in each county of the State, such committees to build up interest in this project, contact candidates for the Legislature, and see that their representatives and senators are induced to favor our proposal before they enter the 1941 term of the Legislature.

While, during our previous efforts in this respect, the grain dealers did most of the lobbying work, this year we are interesting leaders in many different lines of business. About fifty different commercial and farm organizations are giving us their moral support.

Naturally, the plan is costly and is taking a lot of work and time. But our executive secretary for Missouri, Mr. Molesworth, has set up such committees in a dozen or more counties, and several other counties are now in the course of organization.

While in almost every case he has reported the excellent assistance given him by members of the grain trade, we cannot urge too strongly your continued activity in carrying on this educational work and doing your individual parts to further our cause—which, after all, is your cause.

Secretary Meinershagen is acting as State Chairman of the Associated Producers and Distributors of Missouri.

TOM R. DOUGLASS, Administrative Ass't, Missouri Dept. of Agriculture, told of an instance where a trucker bought 400 bushels of corn at Gilbert, Iowa, and after soaking the load with water at Des Moines, sold the corn to a Springfield dealer, who paid for 600 lbs. of water even after being warned by the authorities. The Springfield dealer refused to

sign a fraud charge, leaving the authorities powerless to act. He urged additional laws that would protect the trade from such practices.

Mr. Douglass explained some of the provisions of the new Federal Seed Act, stressing the care that must be exercised in keeping records of origin.

FRED H. CHAMBERS, Carrollton, former field sec'y, traced the history of the Missouri Ass'n from the organization of the original group, and pointed out the constant active participation of W. W. Pollock, Mexico, and of his father before him. He introduced Mr. Pollock as dean of the Ass'n.

MR. POLLOCK spoke briefly, inviting the dealers to attend open house at his mill, and urging activity by all through the Ass'n to solve problems and relieve troubles handicapping the trade.

Thursday Afternoon Session

PRES. LIPSCOMB presided at the second and closing session.

WILLIAM McARTHUR, Chief, Commodity Loan and Crop Ins., A. A. A., in discussing the Responsibility of the Farmer and the Elevator Man, outlined the objectives of the 1938 act and the provisions for its accomplishment and asked for the cooperation of the grain dealers in all phases of the farm program.

Roger Annan, St. Louis, newly appointed sec'y of the National Ass'n, addressed the meeting on the pressing problems confronting the trade. He is quoted elsewhere.

C. T. PATTERSON, poultry expert, discussed poultry feeding and illustrated his talk with photo enlargements showing the effects of various diseases, and results of mineral, vitamin, and gland deficiencies. He urged better understanding of poultry problems by feed dealers so that they may better help their feed customers.

HENRY H. GREEN, chairman resolutions committee, presented the following resolutions, which were unanimously adopted:

Resolutions Adopted

GOVERNMENTAL INTERFERENCE

Realizing that government interference is a tremendous handicap in business, be it

Resolved that this association make strenuous efforts to secure less government interference and to promote private initiative.

WAGE AND HOUR LAW

We are conscious of the difficulty of operating our business under the Wagner Act, and many injustices have grown out of its operation, therefore be it

Resolved that efforts be made to secure modification of this act.

RAIL AND BARGE RATES

Our grain dealers and millers are threatened with elimination by the inequality of rail and barge rates, especially those barge rates that are subsidized with government money, so be it

Resolved that efforts be made to secure regulations that will result in an equitable adjustment between barge and rail rates.

ITINERANT PEDDLERS

Resolved that this association continue to work for the enactment of laws that will eliminate the abuses of itinerant truckers.

BUSINESS MEN AND THE FIFTH COLUMN

Under the present trying times we see the necessity of closer cooperation of business men. We feel that through the cooperation of business we can build up our national defense and, in this connection we believe the ladies of our association, through their various clubs and organizations, can do a great work in combating "fifth column" activities.

UNIFORM STORAGE CONTRACT

The uniform storage contract as proposed by the Department of Agriculture is objectionable, it is unjust in storage rate, in the handling and insurance charges, contract time, etc. Therefore be it

Resolved that the association work toward a more desirable contract so that the country elevator business, which is so vital to the industry, can be maintained.

R. C. DAVIS, Charleston, presented the following nominees who were unanimously elected: President, Guy Goode, Centerville; Vice Pres., Carl Bolte, Slater. Directors: F. E. Robinson, Palmyra; F. M. Sheppard, Louisiana; George Klingenberg, Concordia; Rex Hedrick, Buckner; and Forest W. Lipscomb, Springfield.

The Banquet

The annual banquet was held in the Hoxsey Hotel, where a chicken dinner was followed by an excellent floor show provided by St. Louis Merchants Exchange.

Pres. Lipscomb acted as toastmaster. Jimmy Conzelman, football coach, sports commentator and writer, was speaker of the evening.

Mexico Convention Notes

Registration was handled by C. D. Tomkins, Wm. Meek, and Wm. R. Raith of Millers Mutual of Illinois, assisted by Elvira Meinershagen and Helen Klingenberg.

A formal battalion parade at the Missouri Military Academy was put on for the delegates.

JOPLIN was chosen for next year's convention.

EXHIBITS included a soya meal and pellets by A. E. Staley, inoculants by Nitragin Co., seed and supplies by Corneli Seed Co., oyster shell by Oyster Shell Products Corp., bags by Bemis, and fertilizer by Darling.

H. M. Anderson and J. M. Davis represented Grain Dealers Mutual Ins. Co.

Mrs. Goode, chairman, and Mesdames Pollock and Harper, hostesses, arranged a complete day for the visiting ladies including a sight-seeing trip and luncheon and bridge at the Jefferson Hotel.

St. Louis Merchants Exchange was host to the delegates at cocktail hour at the Ben Bolt.

G. F. Dowling distributed oystershell cigars. Fairbanks Morse was represented by A. L. Jades, J. A. Cuneo, J. W. Mickel and R. L. Mathews. Ed Ernest was the only elevator builder present. J. C. Kintz represented Seed Trade Reporting Bureau. F. H. Chambers represented Prater Pulverizer Co.

W. E. Culbertson, sec'y Illinois Grain Dealers Ass'n, was an attentive visitor.

In Attendance at Mexico Meeting

KANSAS CITY: Everett Summers, Wolcott & Lincoln, Inc.; N. D. Davison, D. D. Edwards,

F. Farnen, B. J. Geisel, W. M. Huff, Jack Hughes, C. A. Jackson, J. T. Leach, L. Liebert, R. O. McKenna, Jack Martin, Jim Vaughn, J. H. Woolridge and E. A. Worth.

ST. LOUIS: A. H. Beardsley, H. L. Boudreau, F. H. Brown, Bert Collins, Mack Cook, Arthur Davis, R. R. DeArmond, M. W. Eifert, C. B. Fencil, J. M. Fuller, Arthur Kilz, W. J. Krings, J. M. Lugenbeel, Marshall Lusk, Dan Mullally, R. L. Parker, W. D. Peters, Aderton Samuel, Julius Schuerman, E. A. Schwarz, E. C. Seale, A. M. Smith, F. J. Sommer, R. E. Wiese, C. A. Wilson and W. A. Baumgartner.

ST. JOSEPH: D. L. and H. L. Dannen, and C. E. Kieber.

MISSOURI DEALERS: Walter Grotewiel, E. J. Hartman and F. J. Overkamp, Americus; M. D. Crider, Appleton City; F. L. and R. L. Summers, Armstrong; E. C. Biles, Belle; L. M. Haid and Edw. Schewe, Berger; F. J. Meyer, Bonnots Mills; Earl and F. E. Feller, Bunceton; Bob Peck and Robert Lammers, Boonville; D. C. Fiddick and M. T. Scott, Cameron; O. P. Johnston and C. R. Shelton, Carrollton; S. R. Morrow, Carthage; G. G. Goode, Centerville; E. H. Baur, Centralia; R. C. Davis, Charleston; L. E. Preston, Chilhowee; J. P. Milbank, Chillicothe; J. M. Estes, Clarksville; W. S. Herring and A. J. Mann, Clinton; F. C. Wine, Clarence; C. H. Hinshaw, M. L. Stuart and A. L. Swygard, Columbia; G. A. Klingenberg, Concordia; C. H. Kemper, Eugene; Willis Barr, Fulton; A. G. Bauer, Freeburg, C. F. and Lee Bronenkant, Frohna; Chas. Brucks and Bernard Johanning, Glasgow; L. H. Vincent, Golden City; Martin Abrahams, Hamilton; R. L. Carter, Hardin; F. J. Thomas, Jr., Harrisonville; D. H. Houchen, Houstonia; F. G. Wallace, Independence; K. D. Drummond, Jamesport; J. W. Buffington and J. H. Dulle, Jefferson City; H. R. Connor and W. H. Funk, Kirksville; David Campbell, L. D. Fox and C. A. Wilder, Laddonia; J. O. Love, Lincoln; O. W. Soell, Lohman; W. F. Moyer, Billy and F. M. Sheppard, Louisiana; V. A. Isbeque, Macon; J. C. Baker, Madison; W. C. Rea and J. C. Speck, Marshall; Ed. Sandbothe and R. W. Taylor, Martinsburg; E. W. Schowengerdt, Mayview; R. M. Craig, Memphis; R. P. Loethen, Meta; J. C. Noel and J. F. Reading, Moberly; J. L. McCullough and J. D. Marlow, Montgomery City; Richard Duevel and C. H. Heiman, Montrose; B. L. Belfield, New Cambria; B. S. Webb, Oak Grove; C. E. Carter, Odessa; J. D. Dunham, Osborn; F. E. Robison, Palmyra; H. H. Green and Harold Wright, Pattonsburg; C. C. King, Pittsfield; Virgil Nicholson and Roy Silvey, Potosi; J. E. Hagen, Renick; M. R. Miller, Richmond; Murray Renick, Rolla; Theo. Latall, Rosebud; Ralph McCash, Ruhland; H. A. Kister and S. W. Wulff, St. Charles; J. R. Kirgan, St. James; Lon McCormick and R. L. Webster, Salisbury; W. S. Armstrong, Shamrock; T. M. Christine, Shelbyville; C. E., Chas. and H. B. Bolte, Slater; E. V. Wolfe, Smithville; O. E. Higgins, Spicker; F. W. and Jack Lipscomb, Springfield; G. E. Hall, Sweet Springs; Preston Cunningham, Tarkio; A. L. Finley, Tipton; Homer Browning, Trenton; C. B. Wright, Tuscumbia; E. H. Jaspering, Truesdale; O. B. Cain, Wakenda; U. J. Mueller, Wentzville; F. H. Schmitz, Westphalia; Leslie Long, Whiteside; G. W. Arnold, Winfield and J. W. Bruce, Wooldridge.

IOWA'S line representative was M. M. Stiverson, Centerville.

From Abroad

Rumania on June 7 placed a one month prohibition on the export of corn.

Argentina has set minimum prices on grain futures at Buenos Aires and Rosario, at the closing level of May 27.

Italy has signed an agreement to buy 350,000 tons of Argentine corn; and a sale of 150,000 tons has been made to Spain.

Merchants of Amsterdam, Rotterdam and Brussels had large trading interests abroad that the German occupation has thrown into confusion.

Stored under water for a year in leak-proof tanks in Lake Thun, Switzerland, 22 carloads of wheat did not deteriorate, according to Broomhall.

British Farmers were asked June 6 by Robert S. Hudson, minister of agriculture, to produce all they can in 1940. The United States bureaucracy, knows, however, that the less we produce the more we have (?).

The Liverpool Corn Trade Ass'n immediately after war was declared turned over to the Liverpool Port Area Grain Com'te its clearing house, sample rooms and other premises, the Ass'n staff has been engaged on government work ever since. The Ass'n now has 200 members, against 214 a year ago.



Left to right: Pres. Guy G. Goode, Centerville; Sec'y A. H. Meinershagen, Higginsville; Director Henry H. Green, Pattonsburg; Vice Pres. Carl Bolte, Slater; Directors Arthur Mann, Clinton; Chas. Brucks, Glasgow; George Klingenberg, Concordia.

Wheat Improvement Boosted at Kansas Convention

Wheat improvement thru selection and treating of seed wheat was a popular proposal before the 43rd annual convention of the Kansas Grain, Feed & Seed Dealers Ass'n, held in Salina May 21 and 22. The subject was given serious consideration in each session held in the Assembly Hall of the Elks' Club, sharing the spotlight with problems like the itinerant trucker, warehousing, the government's uniform storage agreement, feeds and feeding, and seeds.

Convention sessions were crowded. More than 300 delegates were registered before morning of the second day, and every hotel in the city was filled.

Tuesday Morning Session

PRESIDENT J. E. OGREN, Arkansas City, presided at the opening session. Invocation was pronounced by Father John Moore, Chaplain, St. John's Episcopal Military School. Ed Morgenstern, Salina's mayor, and vice-president of the Robinson Milling Co., warmly welcomed the delegates. "Long ago," he said, "we lost the keys to the city. Instead, we give you the whole city."

President Ogren's Address

PRESIDENT OGREN responded to the welcome and gave his annual address from which we take the following:

There have been many talks and discussions concerning the cost of handling grain. Most of you are familiar with the development in the handling of wheat from the old binder, thrasher, and wagon days to the present combine and truck era, which has taken place mostly within the past twelve years. In modern times the wheat moves from the farm to market in a very short while, necessitating increased seasonal employment, increased capacity of facilities, and from time to time necessary changes in weighing equipment, for both inbound and outbound grain. Sizes of trucks have increased necessitating larger scales and better dumping facilities. Elevator legs and outbound scales must be larger to expedite the handling of the crop and avoid delay. All this must necessarily be taken into account in arriving at the cost of handling the crop.

The grain trade is in constant touch with the producer and in a position to cater to his needs. You are thoroughly familiar with his every need and are performing a valuable service in providing suitable equipment and a cash market for his grain; provide feeds, seeds, and other products for his requirements, and perform sundry services for which you are entitled to a reasonable profit.

We trust the administrators of the farm program will continue to avail themselves of the knowledge and experience of the grain trade in formulating plans affecting the handling of loan crops and crop insurance, as well as avail themselves of present storage facilities. We believe members of the grain trade should welcome the opportunity to be of assistance to the administrators, as well as state and local committees, and I am sure they do welcome these opportunities.

One of the perplexing problems, and one on which we have worked for some time, is the operation of the itinerant merchant trucker. A state organization is now being formed with the purpose of securing suitable regulations to govern his operations, and I would recommend the support of the ass'n and its members in the efforts of such organization.

I would also recommend the support of the ass'n and its members in the work of the Kansas Crop Improvement by assisting them as much as possible to induce producers to grow quality grain crops.

While this has been an off year for the legislature, your officers and directors have not been idle and several important meetings have been attended by officers and directors.

Sec'y Moyer's Annual Report

SEC'Y J. F. MOYER, Dodge City, gave his annual field report on the affairs and activities of the ass'n during the last year. He said:

Our office has published during the year nearly 100 pages of bulletin material in which we have already given you a pretty thoro resume of our activities.

MEMBERSHIP: While our roster of members now shows slightly less than at this time

last year, the actual paid-up members of the ass'n is at this time the largest it has been since I assumed these responsibilities four years ago. Our paid membership shows an increase of more than 200% since 1936.

What lies ahead is of more interest and of more importance than what lies behind. We are living in a changing world. Rapid changes are taking place in our business as well as in the rest of the business world. We are now in the midst of conditions that, in all probabilities, will create even more rapid changes than have occurred to date. The European conflict will affect the business of Kansas grain dealers whether or not actual warfare spreads to the western hemisphere. These factors deserve careful study. Higher government expenditures mean higher taxes, and certainly there is nothing now visible on the horizon that would indicate any reduction in tax revenue for years to come. Instead increases seem almost certain.

The day has passed when you can expect to get your share of the business with a log dump and an 8 or 10 ton wagon scale, which a few years ago were considered standard elevator equipment. Your customers expect you to give service, and to give service you must have modern equipment. These increased expenditures add to your invested capital. The truck, the good highways, the radio and other modern conveniences have served to bring about many other changes which some of us have not taken into account.

The AAA loan and crop insurance programs brought about some changes in services required of elevator operators especially as to the time of movement, length of storage and scale of storage rates. The farmer has become familiar with the value of warehouse receipts, and now demands that his grain be stored in a bonded warehouse and is little interested in future sales contracts such as have been used in the past. Today if you wish to offer to your customer the service of carrying his grain, giving him the opportunity of carrying his grain for more favorable marketing periods, it is necessary for you to have your elevator licensed and bonded. The successful dealer of tomorrow, will be the one who is today looking and planning ahead.

A part of the important services rendered by this ass'n should be to help keep its members informed on these new and important factors that are continually arising and that will sooner or later affect their business. Your ass'n is in position to do this with splendid affiliated connections with the Grain & Feed Dealers National Ass'n, who has a live-wire executive in the person of Ray Bowden, who spends most of his time in Washington with his thumb on the pulse of national grain trade affairs.

The grain trade could well afford to inform the public, our politicians and our government of the value of the service we perform. We have misinformed politicians who fail to understand the usefulness of our marketing system, and who have maliciously attacked our services and our business methods because of lack of information. We have been classed by some of them as gamblers and useless parasites; and we sat in our dingy offices on our bottomless chairs or empty nail kegs and let such erroneous statements go unchallenged. An industry that annually converts into cash \$200,000,000 worth of farm products for Kansas farmers has a right to be considered an indispensable industry of tremendous importance, and an aid to Kansas agriculture.

Last week one of our co-operative members sent me a statement showing a modest but satisfactory account of their year's business. The net gain of this firm was less than 1% of its total sales for the year. Yet politicians have charged members of our industry with exacting long and unreasonable margins. These are some of the facts that should be placed in the hands of our customers. I do not believe that there is another industry engaged in the handling of any important commodity that operates on as small a margin of profit and where a farmer gets as great a percent of the consumer's dollar as in the case of grain.

A.A.A. Program

WM. McARTHUR, Washington, D. C., A. A. representative, explained the government's farm program, told about the volume of wheat and corn held impounded under government loans, credited these loans with increasing the prices for these commodities, claimed benefits for the elevators from the farm program.

McArthur characterized the uniform warehouse agreement awaited by the trade as a "much better compromise" than he thought could

have been worked out. Rates for handling wheat have been raised to 3½¢ per bu. for country elevators, he said, in describing the agreement.

Wheat Program Unchanged

ROY WILSON, Manhattan, in charge of C. C. wheat loans in Kansas, said great gains had been made in the volume of wheat placed under government loans in the state thru the cooperation of grain dealers. He believed that eventually Kansas grain dealers might learn to like the loan program.

"The wheat program," he said, "is the only A.A.A. project that covers the entire United States. This state must go along on a wheat program, because other parts of the country can raise wheat, but Kansas cannot raise other crops to advantage.

"Wheat loans in Kansas will be handled this year the same as last year, the papers being handled by the C.C.C. office in Kansas City, the loans being made thru country and city banks."

Dust Explosions

L. L. STIRLAND, Bayer-Semesan Co., Wilmington, Del., exhibited a sound-movie on dust explosions by the U. S. Department of Agriculture, entitled "Dangerous Dusts," and made available to the convention thru the Society of Grain Elevator Superintendents.

"This picture," said Sec'y Moyer, when the film had been shown, "should bring home to every one of us the danger that is inherent in grain dust in suspension. Dust explosions are not impossible in country elevators."

Treating Seed for Smut

MR. STIRLAND exhibited another sound-movie entitled "The Black Scourge," showing how smut ravishes the wheat plant, cutting yields and causing heavy discounts at country and terminal elevators. Methods and machines for treating seed wheat with volatile Ceresan dust (ethyl mercury phosphate) to kill the smut spores appeared in the picture, and showed the delegates the road to clean wheat, rye, corn, sorghums, barley and oats.

"About 16% of the Kansas wheat crop in 1938 was lost to seed borne diseases, most of which could have been controlled by proper seed treatment," said Stirland.

"Only one farmer in ten will voluntarily improve his own condition thru treatment of his seed grain. Farmers would much rather come to the local elevator and have their seed treated. Whether or not a community will produce high quality, disease-free grain, depends very largely upon the local elevators and the extension of seed cleaning and treating service thru these plants."

PRESIDENT OGREN appointed a nominating committee headed by W. L. Drake of Humboldt. Appointed to the resolutions committee were Roy Cox, Iola; J. O. Ross, Wamego, and C. S. McGinnes, Cherryvale; to the auditing committee, J. H. Voss, Downs; D. O. Wanamaker of Blue Rapids, and O. E. Rice, Athol.

Tuesday Afternoon Session

PRESIDENT OGREN presided at the second session.

DR. W. J. PETERSON, assistant professor of biological chemistry at Kansas State Agricultural College, Manhattan, delivered an address on vitamins in feeding, illustrating his remarks with slides to demonstrate the effects of deficiencies.

Vitamins in Feeding

"We are familiar with nine different vitamins," said Dr. Peterson. "But 16 more are predicted, and we do not know how many more there may be."

Dr. Peterson named vitamins A, B₁, riboflavin, nicotinic acid, vitamins K, C, D, and E, giving the properties of each and the part each plays in a full diet for livestock.

Vitamin A, he said, is the green coloring matter in plants which is associated with a yellow pigment called carotene. This pro-vitamin A is converted into vitamin A in the animal liver.

An example of deficiency is night blindness. Deficiencies in rations are readily determined in the laboratory.

Dairy cattle synthesize vitamin B₂, or riboflavin, but humans need it for protection of their digestive and nervous systems, and chickens need it for growth. It is found in green, luxuriant growing foliage.

Nicotinic acid cures pellagra in humans and livestock. It has been known to chemists for years, but its capacity in this connection is a comparatively recent discovery.

Vitamin K reduces blood clotting time, and prevents many of what would otherwise be fatal hemorrhages.

Vitamin D is a catalytic agent for calcium and phosphorus. Without it the animal body fails to utilize these bone builders, and rickets develop. Plenty of sunshine supplies it, but with the aid of cod liver oil and other fish oils we are able to raise poultry in batteries without sunshine.

Warehousing of Grain

SCOTT S. BATEMAN, Kansas state warehouse examiner, Kansas City, praised the Kansas state grain inspection service, pointing out that 10% of its gross revenue from inspections is turned over to the general tax fund of the state.

"This is a revenue producing department, fully self-supporting," he said. "Yet, at 90c per car, we still provide the cheapest inspection service available anywhere."

In terminal markets the warehouse division closely supervises elevators. Country elevators are bonded and licensed under the Kansas law when they prove themselves able to meet requirements. The record of Kansas licensed and bonded elevators contains no catastrophes, he said, and this record has led to acceptance of them as storage houses for C.C.C. grain under Kansas law, with a minimum of \$5,000 bond at a cost to the elevator of \$37.50, plus the \$5 license fee.

Bateman briefly reviewed the Folmer Bill, H. R. 6958, which is still in com'ite in Washington and unlikely to be presented before the current Congress. He feared it is an attempt by the federal warehouse department to establish federal inspection and weighing service at all terminal elevators, and an effort to replace state departments now rendering this service.

Federal Seed Law

ROY EDWARDS, Kansas City, Mo., seedsmen, and president of the American Seed Trade Ass'n, described the new federal seed law, which he felt would discourage truck trading in this important commodity and urged country elevators to handle seeds in the interests of their farmer patrons and their own pocketbooks.

How to Sell

DR. H. H. HAVENER, Chicago, talked about selling practices, detailing types of buyers and methods for handling them. Basis for his

talk was Dale Carnegie's "How to Win Friends and Influence People." He discouraged high pressure methods of selling. "Modern, constructive selling," he said, "means careful organization of facts around your proposition, and persistent presentation of these facts in an intelligent manner."

When Will the Harvest Be?

A. W. ERICKSON, Minneapolis, crop forecaster, presented a discouraging picture of the wheat crop, two to three weeks late, aroused a rust scare as far north as El Reno, Okla., held little hope for a big crop except in spots here and there, but promised that current rains are building up sub-soil moisture for a "whang-dinger" of a wheat crop in 1941.

PRESIDENT OGREN announced grain grading schools at Arkansas City, Salina, Kansas City, Mo., and St. Joseph, Mo.

Wednesday Morning Session

PRESIDENT OGREN presided at the third session, where a general forum on grain trade problems lured many dealers to present their experiences and convictions.

Wheat Improvement

TED T. HOGAN, Junction City, credited the improvement of wheat in Geary county to the application of the Canadian wheat test plot plan.

"Geary county is pretty well cleaned up," he said. "About 90% of the wheat grown in the county is pure Tenmarq. But we are discouraging the encroachment of inferior milling and baking varieties."

"Kansas claims to grow the best wheat in the world. But the proof of the pudding is in the eating. Foreign buyers have expressed a marked preference for Canadian wheats, which have been improved thru the test plot method over a period of several years. If we are to get back our export markets our wheat must be improved."

"Grain dealers and millers thruout the state have this in mind. Salina mills distributed last fall more than 1,500 bus. of certified pure Tenmarq seed wheat. Wichita and Arkansas City mills did the same."

"A wheat improvement com'ite has been set up in the state under J. C. Mohler, state sec'y of agriculture, for the approval of wheat varieties."

PRESIDENT OGREN added to the comments: "We have needed good milling wheat at Arkansas City, and distributed a carload of certified Tenmarq seed last fall. It found a ready response from the farmers, who we encouraged to plant it on clean ground, or ground that had been in oats the year before, so that we can build up sources of clean Tenmarq seed."

Wheat Field Days

DR. JOHN PARKER, director of the Kansas Wheat Improvement Ass'n, Manhattan, credited Hogan Milling Co. with starting the

Canadian plan for wheat improvement in the state.

"What we need," said Parker, "is closer cooperation with the wheat improvement program from the elevator operators of the state. We have the close cooperation of the 47 members of the Associated Millers of Kansas Wheat, but that is not enough. The elevator operators are in close contact with the farmers, and we need their help."

"In Canada it is the elevator operators who do the work of collecting samples of farm wheat for planting in the test plots. They promote the 104 field days held in Canada every year at those test plots. They look after the plots and exhibit clean samples of high quality seed grain." Parker announced 30 field days for Kansas to be held in June.

Grading and Treating Helps

ALBERT WEAVER, Bird City, famous wheat grower and elevator operator, said he refuses to sell common wheat from the elevator for seed purposes.

"We grade and treat all wheat sold for seed purposes," he said. "This work is done mechanically. Only hand work involved is scooping the wheat into the cleaner. The graded wheat is mixed with copper carbonate in a 20 ft. augur that delivers direct into trucks, or a spout can be attached to its end for sacking purposes. A truckload of wheat can be graded and treated in about 15 minutes."

Public Relations

C. S. MCGINNESS, Cherryvale, vice-president, taking the chair for the discussion period, commented: "Grain dealers come in contact with farmers many times each month, and can be a major influence on public opinion among them. Public relations is something we should all be concerned with. The importance of the grain trade in the economy of our state is recognized in the appearance of Governor Ratter on our banquet program last night."

"The purpose of your ass'n and of your convention is to foster and develop the ideas that will help the grain trade, and each individual in it, to build a better business, extend its service and make a better living."

With these thoughts for a background, McGinness led into discussion of subjects to be taken up at group meetings. This open forum developed intense interest in continued work on wheat improvement, showed marked interest in information on hybrid corn which would distinguish the leading and dependable varieties for each territory, said one dealer, "There are 30 or 40 varieties being sold and we do not know which is best," discouraged spread of Chiefkan wheat, gave the latest information on the proposed government uniform storage agreement and handling rates.

ITINERANT TRUCKERS are a problem in Kansas. E. N. Sunderland, executive sec'y of the Associated Producers & Distributors of Kansas, told about them, and proposed a plan for making legislators of the state truck-conscious before they enter legislative session and consider truck regulation.

Resolutions Adopted

The report of the resolutions com'ite presented the following resolutions, which were unanimously adopted:

Free Inspections from Politics

WHEREAS, the last Kansas legislature passed a bill providing for an amendment to the state constitution, that if adopted, will divorce all state employes from politics, and in turn place them under the merit system, and

WHEREAS, we believe this amendment, if adopted, will be of great benefit to all the people of Kansas, especially of great and lasting benefit to the Kansas State Grain Inspection & Weighing Department, which department has been a political football under all administrations alike, therefore be it

RESOLVED that we favor the adoption of this amendment and urge every member of this ass'n to use his influence in its favor.

Folmer Bill

WHEREAS there has been introduced in the Congress of the United States a bill known as H. R. 6958, to amend the United States Warehousing Act, and



Left to right: Sec'y J. F. Moyer, Dodge City; Director J. H. Voss, Downs; Vice-President C. S. McGinness, Cherryvale; President J. E. Ogren, Arkansas City; and Directors C. C. Smith, Conway Springs, D. O. Wanamaker, Blue Rapids, and J. O. Ross, Wamego.

WHEREAS there are indications that this measure might result in disruption, if not elimination, of the Kansas State Grain Inspection & Weighing Department and might place country elevators under the jurisdiction, directly or indirectly, of the federal warehousing authorities to the detriment of these elevators, and the producers of grain, be it

RESOLVED that the Kansas Grain, Feed & Seed Dealers Ass'n disapprove the adoption of the proposed amendment and respectfully urge all members of Congress from the state of Kansas to work and vote for defeat of this amendment.

Itinerant Trucks

WHEREAS the advent of the motor truck and paved roads has brought about the existence of a special class of peddlers by motor truck, a part of whom contribute nothing or very little in the way of taxes and otherwise to the support and building of the communities in which they operate, and

WHEREAS this has created serious and pressing problems of preserving local communities from deterioration and even extinction thru this destruction of local, established business, tearing down adequate price levels and disruption of regular established channels of marketing, now, therefore be it

RESOLVED that this ass'n favors the enactment and enforcement of legislation designed to correct this situation and endorses the program of the Associated Producers & Distributors to this end.

ELECTION continued all serving officers. These are President J. E. Ogren, Arkansas City; Vice-President C. S. McGinness, Cherryvale, and Sec'y J. F. Moyer, Dodge City. Elected to succeed themselves were Directors J. H. Voss, Downs; C. C. Smith, Conway Springs, and D. O. Wanamaker, Blue Rapids. Holdover directors are W. L. Drake, Humboldt; Claud M. Cave, Dodge City; Dan C. Sullivan, Ulysses. J. O. Ross, Wamego, was continued as a director ex-officio.

The Salina Banquet

J. O. ROSS, Wamego, asked divine blessing. The annual banquet of the Kansas Grain, Feed & Seed Dealers Ass'n crowded the ballroom of the Lamar Hotel with more than 350 hungry delegates, who ate tenderloin steak and liked each bite.

Master of ceremonies was Elmer Reed, general manager of Shellabarger Mills, who introduced visitors before leading into the program.

Entertainment was a dance review, with Mary Ellen Rathbun, of Salina's School of Dancing, calling the numbers.

HONORABLE PAYNE H. RATNER, Topeka, governor of the state of Kansas, was the speaker of the evening. He extolled the grain business of the state, urged more business in government, spoke of adoption of a proposed merit system for appointment and advancement of state employes, urged that America build up strong military defenses, but "stay out of war."

JOHN L. HUGHES, Benton, Ark., humorous economist, followed the governor with puns, quips and jokes on national issues that kept his audience in stitches for nearly an hour. Dancing followed until well after midnight.

Ladies' Entertainment

Special entertainment was provided for the many ladies attending the convention. They attended a luncheon at the Country Club Monday noon, where each was presented with a corsage.

After the luncheon the ladies played bridge

and attended matinees at leading theatres of the city thru courtesy of the Salina Board of Trade.

A STAG PICNIC was held at the Grainmen's Cabin, 12 miles west of Salina, Wednesday afternoon. Most of the male delegates attended this affair, were fed royally by the Salina Board of Trade, were able to finish the visiting they had not completed between sessions.

WICHITA made a strong bid for the 1941 convention. Stickers were plastered everywhere, buttons were pinned on delegates saying "Wichita Invites You."

NEW MEMBERS: Wilson Bros., Quenemo; Farmers Co-op. Merc. Society, Richmond; South Mound Farm. Un. Co-op. Assn., South Mound; Duecy Grain Co., Galesburg; L. J. Pearsall, Caney; Corbin Elevator Co., Corbin; The Co-op. Elev. & Supply Co., Meade; The Kismet Equity Exch., Kismet; Imperial Flour Mills, Lindsborg; Green's Elevator, Jewell; Smoky Valley Flour Mills, Lindsborg; Loomis & Son Grain Co., Mankato; Farm. Gr. & L. S. Co-op. Elev., Niles; Farmers Un. Co-op. Assn., Manhattan; Central States Seed Co., Manhattan; Farmers Elev. Co-op. Co., Bavaria; W. P. Noone—Grain, Jennings; Ogallah Co-op. Assn., Ogallah; Arkansas City Fl. Mills Co., Ark. City; Plains Eq. Exch. & Co-op. Un., Plains.

Attended Salina Convention

FROM ATCHISON came A. J. Eymann.

FROM DENVER, Colo., was Fred Smith, of United Elevators, Inc.

SEEDSMEN present included Roy Edwards, O. L. Scott, and Bob Stark.

CHICAGO's representative was K. B. Pierce of Jas. E. Bennett & Co.

TOPEKA representatives were E. C. Liber, L. E. Howard, Tom L. Dawe, and J. A. Snyder.

CROP REPORTERS present included E. H. Miller, A. W. Erickson, S. J. Gilbert, and R. O. Cromwell.

CONTRACTOR representation consisted of C. H. Chalmers, of Chalmers & Borton Construction Co.

ST. JOSEPH, MO., representatives were Ken Clark, R. G. Graham, Roscoe Harrington, C. D. Kieber, and E. R. Rutledge.

SECY J. F. Moyer had a full staff on the job, including Virginia Bowlen, and J. L. Bobek, of his Dodge City office.

HUTCHINSON representatives were A. W. Estes, Dick Frazee, H. T. Hansen, J. R. Miller, O. J. Space, and Clyde Truesdell.

MACHINERY representation included K. W. McCarty of General Mill Equipment Co., and A. G. Clark of Richardson Scale Co.

SEED TREATMENT with Ceresan was the subject of L. L. Stirland's visits with delegates. He represented the Bayer-Semesan Co.

NEBRASKA representatives were George Patterson, Steele City; Walter Boyd, Filley; H. V. Swansen, Odell, and F. D. Jacobson, Rockford.

WICHITA representatives were A. B. Anderson, L. M. Anderson, O. E. Bedell, Dave Douglas, A. W. Gill, J. R. Harold, Ralph S. Moore, L. A. Patterson, and J. A. Woodside.

FEED INGREDIENTS were promoted by L. L. Leatherman, of the Denver Alfalfa Milling Co., W. E. Thompson of the Calcium Carbonate Co., Dr. H. H. Havener, of Phillip R. Park, Inc., and Charles C. Ash, of Blatchford Calf Meal Co.

GROVER SIMPSON gave away key chains, labelled Eberhardt-Simpson Grain Co., having a transparent compartment for a driver's license that was filled with Tenmarq seed wheat.

JOHN R. PARKER, director of the Kansas

Wheat Improvement Ass'n, set up an exhibit showing the rating of different varieties of wheat and how they acted when made into flour and baked into bread. Parker continues to boost that old favorite, Tenmarq, which is so well liked by millers and bakers.

REGISTRATION was handled by members of Sec'y Moyer's staff and F. S. Rexford, E. M. VanHorn, and Rollie T. Blood, of the Grain Dealers Mutual Fire Insurance Co., which supplied the attractive convention badges that identified each delegate. Representing the Mill Mutuals were F. E. Huttie, Jr., and W. Evert Welch.

KANSAS CITY representatives were R. J. Anderson, Scott S. Bateman, E. L. Betton, Erland Carlsson, Hearne Christopher, Franklin Clay, Frank Conner, George Douglass, M. L. Gear, W. E. Grogman, H. D. Harding, Glenn H. Jones, Jack Hughes, C. T. Irons, Wm. Kilgore, E. N. Klecan, W. B. McMullen, H. O. McVey, E. S. Mellor, B. E. Orr, Tom D. Savage, T. G. Stephenson, A. D. Thomason, Phil Thomason, R. Hugh Uhlman, and Jay H. Woolridge.

COUNTRY SHIPPERS in attendance included C. J. Biegert, M. Meyer, Jim Reed and C. W. Samuelson, Abilene; Clair Lindahl, Agenda; A. R. Heintz, Alida; J. O. Newbery, Altton; E. A. Tupper, Ames; W. H. Myers, Anson; J. E. Ogren, Arkansas City; W. G. Henrichs and O. E. Rice, Athol; D. A. Mercier, Aurora; Glen O. Ricard, Barnes; Joseph Mispagel, John Schulte and Carl Thierolf, Beloit; R. C. Moore, Belmont; Don Wilcox, Bennington; Albert Weaver, Bird City; Chas. R. Coffey, Brewster; E. M. Carlson, R. B. Schwartz and D. O. Wanamaker, Blue Rapids.

M. D. Fisher and S. W. Smith, Canton; Albert S. Jones, Carlton; D. F. Friesen, Cheney; C. S. McGinness, Cherryvale; Gordon Mark, Clay Center; L. J. Merklinger, Clafin; C. C. Smith, Conway Springs; John P. Junk, Corinth; John O. Powell, Council Grove; Paul Matyak, Delia; Joe Hall, Dodge City; J. H. Voss, Downs; H. W. Clayton, Dunlap; Richard D. Allen, Paul Hennenhofer, Henry Janousek, P. J. Nash and J. H. Woodward, Ellsworth; G. E. Williams, Elmo; Inez Stradtner, C. M. Lantis, Esbon; F. H. Geiger, Everest.

H. J. Gudenkauf, Frankfort; Frank N. Wiley, Fredonia; A. L. Flook and H. C. Rice, Galva; F. E. Norvak, Gorham; O. D. Stewart, Grainfield; J. V. Strohecker, Greenleaf; Uhl Wheatley, Gypsum; D. M. Pfeifer, Hays; R. O. Clark, Herington; Roy C. Wilson, Hiawatha; G. A. Fleming, Hillsboro; Paul Ludicke, Home; Clyde Easter and Eldred Schaff, Hope; G. W. Caldwell, Horton; C. A. Kalbfleisch, Harlan; W. L. Drake, Humboldt.

John S. Friesen, Inman; Roy W. Cox and D. A. McDonald, Iola; J. A. Cavin, Isabel; R. H. Christensen and Chas. Hall, Junction City; Austin Huggins, Kanapolis; H. O. Wolfe, Kensington; C. M. Alspach, Kirwin; H. S. Darr, Lakin; Tom Smart and Pete Underwood, Lawrence; G. F. Friesen and E. G. Warkentin, Lehigh; Carl Logan, Leoti; C. M. Light, Liberal; David Train and Art Runbeck, Lindsborg; Paul R. Stutterheim, Long Island; J. H. Lamson, Luray; Tom Ewing, Lyons.

A. L. Dean, McPherson; Geo. F. Hundevadt, O. E. Loomis and R. W. Starderwick, Mankato; M. E. Pierce, Marion; Harry Harmon, Marquette; Jess Barker, Geo. C. Brown and W. R. Bullen, Minneapolis; Jim Smiley, Moundridge; Lewis Breilenskin, Newton; Mike A. Barrett, Niles; Ralph Reich, Norton; Eric Thompson, Norway; Ira Barnette, Otego; Roy Bigley, Pickrell; Tom Buchman, Paola; Fred Mosher, Rexford; Frank Eberly, Lee Lorenz and Frank Ross, Russell; C. H. West, Rydal.

E. J. Dalton, St. George; W. E. Mettlen, Sabetha; V. M. Harris, Jr., Scott City; Andrew Haverkamp, Seneca; E. G. Arnold and H. W. Colyer, Severy; Ben L. Yohe, Shady Bend; Dale Chapman, Lyle Lane and Cleo Siegrist, Simpson; R. A. Dicker, Smith Center; Wm. Kopper, So. Haven; I. W. Reinking, Talmage; Henry Hake, Tipton; Henry S. Davis, Troy; I. L. Harvey, Utica; Otto D. Bruggemann, Wakefield; J. O. Ross, Wamego; Homer Loomis, Washington; P. W. Dodderidge, White City and R. E. Terry, Wilmore.

THE FORT WORTH ELEVATORS & WAREHOUSING CO.

FORT WORTH, TEXAS

5,800,000 BUSHELS EXCLUSIVE PUBLIC STORAGE

FEDERALLY LICENSED, Bonded, Fire-proof Public Storage.

Liberal advances on our negotiable warehouse receipts.

G. E. BLEWETT, Vice-President and General Manager

J. A. SIMONS, Assistant General Manager

Grain and Feed Trade News

Reports of new elevators, feed mills, improvements; changes in firms; fires, casualties, accidents and deaths are solicited.

ARKANSAS

Paragould, Ark.—Itinerant vendors were banned from soliciting by a recent ordinance passed in April, which declared them a public nuisance as well as a threat to local payrolls, and declared peddling by outsiders a misdemeanor and imposing a fine of from \$5 to \$50 for violations. Farmers selling their own produce and representatives of local persons and firms regularly conducting an established business here are exempted.

CALIFORNIA

Tulare, Cal.—M. Zall & Son have sold the egg and feed department of the Monarch Feed & Supply Co. to Erich Menders.

San Francisco, Cal.—E. R. Warren was chosen president of the San Francisco Grain Exchange at its annual meeting May 21. He is associated with the firm of Warren & Enos. R. G. Stevenson was chosen vice-president; A. H. Hankerson, manager, and D. Belknap, sec'y. Directors of the Exchange are E. C. Hansen; D. L. McDaniel; A. Pinter, and Messrs. Warren and Stevenson.

Hemet, Cal.—A \$5,000 alfalfa meal mill is nearing completion on the ranch of the LaSierra Alfalfa Co., Irwin E. Farrar, president, announced. Two units are being built, one to house the mill and power plant, the other to provide storage space for the molasses and facilities for the mixing equipment. The latter structure will have floor space 30x24 ft., and will rise 35 ft. at the highest point. A conveyor 75 ft. long will carry baled or loose hay to the grinder. Harvey Mitchell is in charge of building operations.

CANADA

Toronto, Ont.—About 20 couples went all or part way around the St. Andrews course May 31 in spite of the rain when members of the Canadian Feed Mfrs. Ass'n held their annual golf tournament. Those who did not play golf amused themselves otherwise in the clubhouse. In the evening many more were present for the annual dinner in the golf club dining room.

Goderich, Ont.—Goderich Elvtr. & Transit Co., Ltd., has declared a bonus of 15c per share as well as the regular semi-annual dividend of 25c a share, payable July 2. This additional payment is the first bonus paid since July, 1936. Net profit for the year was equal to \$1.22 a share compared with 53c in the preceding 12 months. It was the company's best year since 1930-31.

Port Arthur, Ont.—Fire, starting in a leg on which screenings were being moved at Pool 9 elevator at Current River early June 4, spread to the screenings bin and along dust to the scale floor, where, fortunately dust that was ignited was extinguished quickly. The screenings fire, however, smoldered for several hours, but practically no damage was done to the elevator. In order to extinguish the fire about 60 tons of screenings were lifted from the bin and moved along the belt where they were doused by firemen with a small hose and buckets of water. The elevator, formerly known as the Union Terminal, is operated by Manitoba Pool Elevators.

Winnipeg, Man.—No action on the proposed purchase of the assets of the N. Bawlf Grain Co., Ltd., by the Alberta Pacific Grain Co., Ltd., on the latter's recent offer of \$1,000,000 in cash was taken by the shareholders of the Bawlf Co. at its recent special general meeting when R. W. Milner, president of the company, explained that the Alberta Pacific Grain Co. has requisitioned for title covering certain assets which the Bawlf company had been unable to furnish in accordance with the terms of the offer to purchase. Shareholders of the Alberta company held a meeting following this meeting to consider the offer to purchase the Bawlf company's assets for \$1,000,000 in cash.

Winnipeg, Man.—Roy S. Love, 41, president of the grain firm bearing his name, died suddenly the night of May 16 at his home here. After serving overseas during the First Great War, Mr. Love joined the Saskatchewan Co-operative Wheat Producers, Ltd., and in 1926 started his own business. He was born in Toronto.

Fort William, Ont.—Nine members of the Manitoba Pool Elevators, seven of them winners of district competitions in Manitoba Pool Elvtr. Improvement clubs, visited here on June 4. D. W. Richmond, Winnipeg, and E. J. Watson, Brandon, of the organization staff of the Manitoba Pool Field Service, headed the group. The seven champions in the party were George Muir, Roland; Gordon Holden, Regent; C. D. Manson, Arden; W. H. Thompson, Basswood; Herman Battersby, Oak Lake; Robert Forbes, Rathwell; Allan Moffatt, Hartney. A round of gayety and dinners was enjoyed, attended also by H. F. Donovan, Winnipeg, terminal manager of the Manitoba Pool Elvtr. Co., and George Bennett and H. W. Jenkins, of the Alberta Pool Elevators, who are staying here. The visit here was a part of a week's pleasure trip.

Winnipeg, Man.—The Canadian government cabinet decided against the suspension of wheat futures trading on the Winnipeg Exchange, the decision made following conferences held in Ottawa early in the week following the action of the government on May 18 in requiring the Grain Exchange to prohibit sales of wheat futures below the closing levels of May 17. After the conference in which grain trade leaders, the Canadian Wheat Board and other interests joined, the following statement was issued on behalf of the Dominion government: "It has been decided that the pegs will remain in the Winnipeg wheat futures pending further developments. The Canadian Wheat Board will take deliveries of producers up to the statutory limitation of 5,000 bus. Producers having excesses above 5,000 bus. may deliver such amounts to the pools formed under the wheat co-operative marketing act. When the futures market is trading at or about the pegs the producers can sell their wheat in the open market. The government will continue to watch the whole situation."

COLORADO

Hudson, Colo.—J. P. Spelts is manager of the elevator recently opened here by the United Elevators, Inc.

Littleton, Colo.—The Valley Fuel & Feed Co. will build a 25x60 ft. concrete building on Main St. Owners are H. F. Willis and J. A. Barton.

Fort Morgan, Colo.—Besides the elevator addition, a new bean and seed cleaning warehouse, with storage capacity for 50,000 bags seed or beans, has been erected.—Young Bean Co.

Frederick, Colo.—Fred Proviance of Louisville is the new assistant manager of the Denver Elevator, subsidiary of the Colorado Mill & Elvtr. Co. Keith Kirkbride, manager, will divide his time between the local elevator and the Longmont Flour Mills.

Holyoke, Colo.—The Holyoke Farmers Co-operative Elvtr. Co. has been succeeded by Holyoke Co-operative Ass'n. Last year the elevator capacity was increased to 50,000 bus. and a new truck scale was added. This year a new elevator leg was built in the mill and a new grinder and motor installed. L. L. Yowell is manager of the elevator.

Crook, Colo.—The elevator owned by I. C. Buterbaugh and operated by J. D. Masters burned early the morning of May 12. A quantity of wheat and barley in the elevator and of broom corn stored in sheds in the rear of the building, also burned. The flames were prevented from spreading to a second grain elevator nearby. The elevator was formerly known as the Farmers Elevator. Insurance covered part of the loss.

Roggen, Colo.—The Farmers Grain & Bean Ass'n has under construction a grain and bean elevator. Equipment includes fast handling legs and a Hall Distributor. The plant is being erected by W. H. Cramer Const. Co.

Sterling, Colo.—The large elevator known as the Hazlett Mill has resumed operation under the management of J. D. Tanner. Associated with him in the enterprise are his brothers, G. B. and Gordon Tanner. The property was operated recently for periods by the Fort Morgan Bean Co. and the Welsh Elvtr. Co. J. D. Tanner was associated with the latter company. The Tanner brothers will do custom grinding and rolling and will buy grain and beans, also stocking a retail stock of feeds.

ILLINOIS

Aledo, Ill.—The Mercer County Feed Mill Co. has been dissolved.

Evansville, Ill.—Philip E. Sauer, president of the Sauer Milling Co., died May 27.

Assumption, Ill.—The Assumption Co-operative Grain Co. has installed a 34-ft. truck scale with a Streeter-Amet Automatic Unit.

Flanagan, Ill.—R. J. Mannott recently purchased the Flanagan Milling business of Harold Rapp, taking possession May 12.

Redmon, Ill.—S. D. Metcalfe, manager of the Federal-North Iowa Grain Co. elevator, died May 16 following a heart attack.

Jerseyville, Ill.—The Jersey County Grain Co. has installed a 20-ton Fairbanks Printomatic Dial Scale with 34 x 9 ft. concrete deck.

Ursa, Ill.—The Ursa Farmers Co-op. Grain Co. is installing a 30-ton Fairbanks Printomatic Dial Scale with 34 x 10 ft. concrete deck.

Atterberry, Ill.—The E. T. McFadden Grain Co. has installed Fairbanks Railroad Type Truck Scales at its elevators here and at Oakford.

Paxton, Ill.—Charles Shelby, 75, who had been in the grain business here since 1907, died May 29. He had been in ill health for many years.

Brockton, Ill.—The Brockton Peoples Grain Co. is modernizing its plant with the installation of three Howell Direct Connected Geared Head Drives with 10-h.p. motors.

Baker (Leland p. o.), Ill.—The Farmers Co. is making general improvements in its plant. New equipment includes a Howell Direct Connected Geared Head Drive, a full floating boot and pulley, rubber covered bucket belting, and Calumet Cups. Geo. Saathoff has the contract.

East St. Louis, Ill.—The Continental Grain Co. plans to build an elevator on the east side of the Mississippi River at the foot of Church St. A hearing to determine if a permit may be issued to the company will be held in the near future at the St. Louis office of the War Department.

Antioch, Ill.—The Antioch Milling Co. has completed a 32 x 60 ft. warehouse at the Soo line siding, the first the company has owned. Grain and feed will be taken directly off the cars for storage, replacing the old system of calling for the material by truck and hauling it to the mill for immediate use.

Ballard (Chenoe p. o.), Ill.—The Chenoe Grain Co. has completed its new office at its local elevator. John Cundiff, of Saybrook, has been made assistant manager. Mr. Cundiff during the last two years has been manager of the Tjardes Grain Co. elevator at Mahomet. Before that he was with the Claude Brittan Grain Co. at Saybrook.

Hardin, Ill.—The Calhoun County Farm Buro will put a large cold storage locker system into operation this season. The organization also is planning to build a grain elevator on the Illinois River where grain can be shipped by deep waterway. The ass'n purchased property with a river frontage of 250 ft. where the elevator and cold storage plant will be erected.

Prophetstown, Ill.—An air pressure tank at the Rock River Lumber & Grain Co. elevator May 23 exploded, blowing a large hole on the lower floor of the plant on which it stood and breaking a heavy beam and two 2x10 stringers as it blew upwards thru the second floor. No one was injured. A safety valve on the tank failed to operate, causing the accident.

Plainfield, Ill.—Homer B. Grommon, 76, prominent grain dealer, died of a paralytic stroke early May 29 at his home near Naperville. Mr. Grommon had served as director of the Plainfield Grain Co., as president of the Farmers Grain Dealers Ass'n of Illinois and also of the Farmers National Grain Dealers Ass'n. He spoke in opposition to reduction of crop production thru control.

Morris, Ill.—The 60,000-bu. grain elevator under lease until June 30, 1943, to its present operators, the Allied Grain Dealers Corp., is being sold by the F. C. A., bids for which were received until June 10. The Allied Grain Dealers announced they had put in a bid for the property and, if unsuccessful in securing it, will build an elevator on their property at the end of Liberty street.

Morrison, Ill.—The Unionville mill, landmark of Whiteside County, has been sold to R. A. Strong of Earlville who purchased the mill, machinery, dam and water rights from George Hartman. Mr. Hartman had operated it for the last 10 years under the name of Hartman & Claridge. The new owner will operate the mill and install new feed grinding machinery. He will carry a full line of feeds, seeds and other merchandise.

Decatur, Ill.—Eighty business men, members of the Chicago Ass'n of Commerce, on May 28 visited the big grain processing plant of the A. E. Staley Mfg. Co. The men were guests at luncheon at the Decatur Club, on which occasion speakers included J. L. Beven, president of the Illinois Central, and Joseph E. Magnus, Chicago. The trip was in the nature of a goodwill trip, and was made by special train on the Illinois Central.

Belleville, Ill.—The properties of the bankrupt Richland Milling Co. were sold at public auction May 29 for \$10,200 to the First National Bank of Belleville, holder of a \$10,000 mortgage on the property. The firm ran a general flour, feed and grain storage business, operating here for over 40 years. It was closed last March. A. E. Kraemer, receiver, stated there is a possibility the property may be purchased later by another milling concern.

Henry, Ill.—During a recent wind and rain storm a large tree at the site of the new W. W. Dewey & Sons elevator was blown down onto forms that had been built for construction of the new elevator, and delay was occasioned while the debris was being removed. Excellent progress is being made in construction of the elevator, the office and scale house being completed and the pouring of concrete for the elevator foundation finished.

Lacon, Ill.—The dredging work for widening and deepening of the Illinois River at the dock of the Terminal Grain Co. elevator has been completed and piles have been driven for construction of the retaining wall to hold the bank in place. Construction of the elevator is underway north of the present elevator, to be built of reinforced concrete and steel, each of the bins to have direct connections with the loading unit. The latter will be operated so as to fill a barge with a gravity drop.

Springfield, Ill.—Work has been started by the Ryan Construction Co. on a new reinforced concrete grain elevator with capacity for 160,000 bus., and reinforced concrete 6-exPELLER soybean processing plant and warehouse for the Illinois Soy Products Co., to replace the plant that burned several months ago. Newell Construction & Machinery Co. will put in the conveyors, the Anderson Super-duo Expellers, a couple of driers, a cooler and a hammer mill when the buildings have been completed.

Washington, Ill.—The Washington Co-operative Farmers Grain Co. has completed installation of a new 20-ton Fairbanks Railroad Type Truck Scale, with concrete platform.

Morris, Ill.—Paul Hatcher has been named as liquidating receiver for the Finnegan Grain Co., and Oct. 1 was set for filing claims against the corporation. It is said the company has liabilities which may reach \$200,000. Hearing on the claim of Strawn & Strawn, LaSalle County grain dealers, vs. Finnegan was started last month. It was the outgrowth of the sale of soybeans and other grains the LaSalle County firm claims it sold James Finnegan, manager of the Finnegan Grain Co., for which it charges it was not paid.

Monmouth, Ill.—Creditors of the Moore, Wells Grain Commission Co., at a recent meeting, named a com'te composed of C. O. Merkle, manager of the Roseville Farmers Grain Co. elevator, chairman; Paul Davis, Henderson; and E. J. Pierson of Roberts & Pierson Grain Co., Alexis, to carry on further investigation and ascertain what kind of a settlement can be secured, or action taken. At the meeting were some forty elevator operators, farmers, and others from Knox, Warren, Mercer and Henderson Counties, whose individual claims against the grain firm range from \$50 to \$5,000 it is said. Checks issued in payment for grain purchased by D. P. Moore, head of the company, to an amount over \$15,000 had bounced back for lack of funds in the Monmouth bank to cover, and warrants had been issued against the partners in the corporation, charging operation of a confidence game. Moore had disappeared several days before, but Ralph Wells, sec'y, was taken into custody. Mr. Wells, a silent partner, furnished the creditors with all information he had at hand. He operates the Ralph Wells soybean mill in which Moore is said to have no interest.

CHICAGO NOTES

Sam Raymond is seriously ill and has had to turn over his news bureau work to his assistant.

The Cargill Grain Co., of Illinois, correspondent of Cargill Grain Co., of Minneapolis, has been dissolved.

Colin S. Gordon has been appointed vice-president in charge of the grain department of the Quaker Oats Co., succeeding the late James C. Murray.

Memorial day services were held in the trading hall of the Chicago Board of Trade under the auspices of the Board of Trade Post 304, American Legion.

Robert H. Gardner has been elected president of the Grain Exchange Institute. Charles M. Walker is the new vice-president and Ralph H. Brown, sec'y-treas.

A further decline of \$200 from the preceding week and about \$450 under the recent high point occurred in prices at which Board of Trade certificates of memberships were sold recently, when transfer was at \$1,300; posted offers of memberships were \$1,500, and highest bid \$1,050.

Some 250 grainmen and bankers attended the conference of Sunday, May 19, in the Chicago Board of Trade on the request of Sec'y of Agriculture Wallace for the prohibition of sales of futures below the closing prices of Saturday, May 18. Markets outside of Chicago were represented.

The following have been admitted to membership in the Board of Trade: Edwin W. Stuhr, Grange League Federation Mills, Inc., Buffalo, N. Y.; James LeRoy Welsh, Butler, Welsh Grain Co., Omaha, Neb.; William J. Griffin, Chicago; Sylvester L. Hayden, Thomson & McKinnon, Chicago; Albert D. Farwell, Farwell Chapman & Co., Chicago; Donald J. Strachan, Chicago; William Fahnstock, Jr., New York, N. Y.; Wilson D. Fly, Memphis, Tenn.; Earle W. English, New Orleans, La.; Alfred H. Hurst, New York, N. Y.; W. McKim, Morrison, Ill.; James M. Griffin, Merrill Lynch, E. A. Pierce & Cassatt, Chicago; John Stark, Mid-Continental Grain Co., Kansas City, Mo.

Officers and directors of the Chicago Board of Trade were guests of the officers and directors of the Chicago Board of Trade Post 304, of the American Legion at a dinner in the Union League Club, June 10, honoring Raymond J. Kelly, national commander of the Legion. Following the dinner Commander Kelly gave an address before the Post's members and its friends in the assembly room of the Board of Trade.

Albert Schwill & Co. will add 500,000 bus. concrete storage. The new structure will consist of 9 bins, 24 ft. 3 inches inside diameter, 101 ft. high, with 6 outer spaces and 6 interstices. Overhead galleries will connect with elevator A, built in 1937, to which the new house is an addition, and with elevator C, built in 1934. James Stewart Co. has the construction contract. Plans and specifications were prepared by A. F. Eiseler, supervising engineer.

Tuesday evening, June 4, members of the Chicago Chapter of the Society of Grain Elevator Superintendents, heard A. H. Nukells, directing chemical engineer, Underwriters Laboratories, talk on "Class 2, Group G, Its Relation to Dust Explosion Prevention." Mr. Nukells also explained the dust explosion tests being conducted at the Argo plant of Corn Products Refining Co. C. J. Alger, of the latter company, president of the Chapter, presided. Mr. Alger was presented with the Society's annual award to the individual securing the greatest number of new members. Dean M. Clark, sec'y of the national organization, gave a resume of the recent Toronto convention, and commented briefly on the work now being done in preparation for the 1941 convention in Minneapolis.

INDIANA

Peru, Ind.—The Santa Fe Elvtr. Co. has remodeled its office.

Fremont, Ind.—The Fremont Elevator recently installed a Sidney Combined Sheller and Cleaner.

Princeton, Ind.—The Nelson Feed Co. is installing a Blue Streak Corn Cutter and Grader.

Bicknell, Ind.—The O. L. Barr Grain Co. has installed a new 30-ton, 34-ft. truck scale at its elevator.

Albion, Ind.—Bob Stonestreet has succeeded Gilbert Slessman at the local Stiefel Grain Co. elevator.

Gwynneville, Ind.—The W. D. Springer Elevator has completed construction of a 24x60-ft. warehouse.

Sulphur Springs, Ind.—The Wilson Grain Co. is remodeling its seed corn plant, increasing its capacity 50 per cent.

Madison, Ind.—The Irwin Feed Store & Hatchery has installed a 1½-ton Blue Streak Twin Spiral Mixer driven by electric motor.

South Whitley, Ind.—The Farmers Elvtr. Co. will install a 20-ton truck scale with 34-ft. platform and enlarge its office.—A. E. L.

Indianapolis, Ind.—The Hicksville Grain Co. (Ohio corporation) has been admitted to Indiana to engage in the delivery of oil and gas.

Perkins Spur (Goodland R. F. D.), Ind.—The Harlan Grain Co. elevator has been given a new roof and a coat of aluminum paint by Fred Friedline & Sons.

Columbia City, Ind.—The Columbia Grain Co. will start immediately the work of installing a new sheller, elevator leg, and several other improvements.—A. E. L.

Kimmel, Ind.—Gilbert Slessman, an employee of the Stiefel Grain Co. at its Albion elevator, has been transferred here, as manager of the company's local elevator.

Montpelier, Ind.—The Hoosier Grain & Supply Co. has completed numerous improvements to its building and equipment. A new grain cleaner has been installed.—A. E. L.

Marion, Ind.—The Hoosier Soybean Mills is constructing tanks that will provide an added 70,000 bus. storage space, making a total of 125,000 bus. available for the new crop.

Knightstown, Ind.—The Knightstown Elevator, latest addition to the line owned by W. D. Springer, Indianapolis, has completed construction of a 16x48-ft. building connecting the mill and office buildings; the size of the old office has been more than doubled and a new warehouse of steel-clad frame construction, 24x80 ft., has been built to facilitate the handling of the enlarged line of merchandise.

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Franklin, Ind.—Grain and milling companies of Johnson and Morgan Counties were entertained at Hillview Country Club the evening of May 20 to a chicken dinner by the Phillip Carey Co.

Tipton, Ind.—The Tipton County Farm Buro Co-op. Ass'n has completed the new feed mill which is attached to the elevator. A new 50-h.p. hammer mill and 1-ton mixer were installed.—A. E. L.

Topeka, Ind.—The Wolf Grain Co. has begun remodeling its elevator and feed mill. A complete electrical power installation will be made and two hammer mills among other things, are on the program.—A. E. L.

Cottage Grove, Ind.—The Bell Elvtr. Co. elevator has been sold by Harold Bell to Messrs. Bake and Rigeling of Hamilton who will operate it as the B. & R. Grain & Coal Co. Mr. Bell will reside in Richmond.

McGrawsville, Ind.—Ralph Overman is rebuilding the entire upper portion of his elevator; new elevator heads and a new cleaner will be installed together with a new cob burner and new power wiring.—A. E. L.

Aurora, Ind.—Notice has been given that on June 19 or soon thereafter, the Dearborn Circuit Court, at Lawrenceburg, Ind., will examine all claims and hear evidence in support thereof in the matter of the receivership of the Acme Milling Co.

Grandview, Ind.—The Cadick Milling Co. suspended operations for a week recently during which time it overhauled and repaired its mill. A diesel engine was installed to replace the steam plant which had furnished operating power for the last 30 years.

New Paris, Ind.—The Dwiggins & Sons Alfalfa Mill started operations June 3. The new buildings, built of steel and concrete, include the mill building proper, which is 50 ft. sq., two stories high; the warehouse, 50x300 ft., and the frame office building, 24x50 ft.

Pinola (LaPorte R. F. D. 2), Ind.—An outstanding example of flagrant, high-handed disregard for law and order was perpetrated here the night of May 24 when thieves visited the elevator of the Pinola Co-operative Co., forced an entrance into the elevator office and, finding the company's iron safe locked, loaded it onto the co-operative's truck, driving away with both truck and safe. The latter contained money, company records, policies and other valuable papers.—A. E. L.

Buck Creek, Ind.—I. B. Wright of West Lafayette, Ind., has purchased the W. A. Ostrand grain elevator and has taken possession, operating a grain, feed and coal business there. Oren Sheets of Colborn is houseman and Mr. Bowman of Burnettsville is manager. The elevator is being given a general overhauling and new truck scale and truck dump are being installed. The buildings are being given a coat of paint to complete the remodeling job. Fred Friedline & Sons are doing the work.

Huntington, Ind.—The Northeastern Indiana Hay & Grain Dealers Ass'n met in the Elks Club Hall, Monday evening, May 20, President Avon Burk of Decatur presiding. The minutes of the Ft. Wayne meeting were read and approved. A report of the treasury showed a balance on hand of \$69. Payment of bills was authorized. Expressions of sympathy and regret were made for the death of Mr. George Woodman and the continued illness of Mr. O. P. Larimore, Indianapolis. The business session consisted of opinions on market conditions, crop reports and how to handle credits. The form of round table discussion was used. The major points were enlarged by talks given by Frank Pyle, Van Buren; H. O. Rice, Huntington; Philip P. Bash, Huntington; Roy Mossburg, Warren; Garth Woodward, Tocsin; P. H. Whitacre, Huntington; C. G. Egly, Fort Wayne; O. E. Hull, South Whitley; George Thomas, Decatur. An invitation to hold the next meeting in Van Buren was extended by Frank Pyle and the invitation was accepted. It was decided to hold the meeting in July.—L. R. Rum-syre, Sec'y.

IOWA

Plainfield, Ia.—J. J. Roach & Sons, Inc., are building a new brick office.

Babcock (Waverly p. o.), Ia.—The Babcock Milling Co. has built a new feed warehouse at the rear of the mill building.

Spencer, Ia.—The Wilson Grain & Coal Co. has replaced its huller with a new Challenger Huller.

Buffalo Center, Ia.—Grotewold's Hatchery has purchased the Van Gerpen mill and is operating the plant. John S. Lande is manager.

Solomon (Imogene p. o.), Ia.—The grain elevator, one of the old landmarks, is being taken down and plans are to rebuild it at Imogene.

Anthorn, Ia.—A new 30-ton scale, 34 x 10 ft. platform, has been installed at the Quaker Oats Co. elevator by the T. E. Ibberson Const. Co.

DeWitt, Ia.—J. H. Huff, operator of the DeWitt Mill & Feed Co., has installed a feed mixer that doubles the feed mixing capacity of the mill.

Stratford, Ia.—A. G. Barquist, hog buyer for the Farmers Co-op. Elvtr. & Livestock Co., recently resigned his position, to go into business on his own account.

Newell, Ia.—Franklin Willadson, manager of the Galbraith elevator here, joined the benedicts on May 7 when he married Miss Esther Sievers of Newell. Congratulations.—Art Torkelson.

Dougherty, Ia.—Fire destroyed the plant of the Farmers Inc. Co-op. Society here on May 24. Grinding machinery and 4,000 bus. of grain also burned. Estimated loss was \$35,000.—"Art" Torkelson.

Newell, Ia.—Frank O. Hocum, who for many years owned and operated an elevator here, is asking for re-election as republican candidate for State Representative of Buena Vista County.—A. G. T.

Hampton, Ia.—Henry Borcharding was named manager of the Coulter Farmers Elevator for the coming year at the recent annual meeting of the company, with Karl Guldberg appointed assistant manager.

Des Moines, Ia.—Under the state income tax law 5% of all over \$1,500 paid annually to a non-resident of Iowa is deductible as an individual income tax and must be paid by the paying resident when he pays his own income tax in March. It applies on amounts paid after July 1, 1937. Thus a grain dealer paying an Iowa land owner residing in California \$2,500 for a crop of corn must withhold 5% of \$1,000.

Iowa Falls, Ia.—The Farmers Co-op. Elvtr. Co. held its annual meeting June 8 at the Baptist assembly grounds when a sports' program was enjoyed by a large gathering of members and friends of the elevator company.

Gilman, Ia.—The Farmers Elvtr. Co. stockholders recently voted to ask amendment of its articles of incorporation to make it a co-operative organization, and to change the company's name to the Farmers Co-operative Elvtr. Co.

Cedar Rapids, Ia.—C. E. (Carp) Carpenter, who several years back traveled Iowa for the Cedar Rapids Grain Co., is now recuperating from a severe case of bronchial pneumonia. His present home is Rapid City, S. D.—A. G. T.

Hanlontown, Ia.—Marlin Austin was appointed manager of the Farmers Elvtr. Co. here June 1, succeeding S. Swartz, who resigned to accept a Government position in the mail service.—"Art" Torkelson, with Lamson Bros. Co.

Fort Dodge, Ia.—C. A. Bulpitt, engaged in the grain business here for nearly 26 years, recently purchased a cigar store in St. Petersburg, Fla., where he will establish his home. He has closed his business, the Bulpitt Grain Co.

Bondurant, Ia.—The Farmers Elevator Co. is making general improvements in its plant, including the installation of a Howell Roller Bearing Boot, direct-connected geared head drive, Verti-Lift Distributing System, rubber covered bucket belting, and Calumet Cups.

Grundy Center, Ia.—George Beenken, manager of the Buckingham Grain Co., has leased the former Clyde Smith elevator from Theodore Moeller who purchased it about a year ago, and has placed his son, John, in active charge of the business, starting May 27. Mr. Moeller has no definite plans for the future.

Albert City, Ia.—C. E. (Chuck) Wood, who has managed the Farmers Elvtr. Co. elevator for several years, resigned his position to take effect as soon as a new man is accepted. He purchased the Fred Bitter Elevators at Langdon, Ia., and took possession June 3. Wood, in addition to being manager of the elevator, is also mayor of Albert City.—Art Torkelson with Lamson Bros. & Co.

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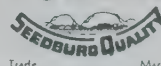
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Langdon, Ia.—C. E. Wood, who recently resigned as manager of the elevator of the Farmers Co-op. Elvtr. Co. at Albert City, has purchased the two elevators here from F. C. Bitter, taking possession June 3. He will operate under the name of Farmers Elvtr. Co. Mr. Bitter is retiring from the grain business and will move to California.

Storm Lake, Ia.—The Western Grain & Feed Dealers Ass'n held a district meeting at Bradford Hotel May 22, attendance 73. Hugh Hale, president of the Ass'n, acted as chairman, introducing Harold Thiele, the new sec'y of the Ass'n, who emphasized the need of co-operating with the trade. C. E. McDonald of Sioux City analyzed the new government warehouse contract and answered questions. R. E. Booth of Cedar Rapids gave a talk. Elmer Holmes and Ed Pinnan of Storm Lake handled local arrangements.—A. G. T.

Clinton, Ia.—The Continental Grain Co. has completed a new feed warehouse, L-shaped and 60 x 90 ft. in size, the building of frame construction with concrete foundation; roof and side covered with corrugated sheet metal. The storage capacity is 500 tons of feed. Railroad trackage and a river dock give access by rail and water. Fred Lyons is in charge of the feed business as manager; Julius Baer, office manager, and Marvin C. Schreiner is in charge of the warehouse. A policy of exchange of feed for grain brot here to the Continental elevator will facilitate expansion of the Clinton grain market. A full line of feeds for livestock will be carried.

Des Moines, Ia.—The Iowa Commerce Commission will seek a conference with the United States department of agriculture for clarification of some of the provisions of the new federal uniform grain storage contracts. The commission will seek to iron out what it believes are definite conflicts between the new contracts and the Iowa bonded warehouse law. Several warehousemen will join the conference. Harold Davidson, commerce counsel for the Iowa commission, ruled that Iowa operators of warehouses and elevators would be acting illegally under the Iowa bonded warehouse law if they execute and carry out some of the terms of the proposed new federal grain storage agreements.

Tabor, Ia.—Olony Ruse and C. O. Adamson, operating as the Tabor Feed Plant, a new business firm, are constructing a plant at Main and Line Sts., which will be ready for operation this month. Modern equipment will be installed for mixing and grinding all feeds and grain. Storage for 10,000 bus. of grain will be provided in the frame building under construction, 20 x 20 x 50 ft. in size. The frame warehouse will be 56 x 24 ft., to be used for storage of sacked feeds, salt, and minerals. A 34 ft. cement deck scale will be installed. Mr. Adamson will be in active charge of the plant. Mr. Ruse has been in the transfer and feed business for several

years and Mr. Adamson has been engaged in the mercantile business since the close of the World War.

KANSAS

Waldron, Kan.—Wolcott & Lincoln, Inc., have bought the Carroll Bros. elevator.

Nortonville, Kan.—Joe Corpstein has installed lightning protection on his elevator.

Rose Hill, Kan.—Two metal storage tanks have been installed by W. N. Harris & W. G. Harris.

Hutchinson, Kan.—The Consolidated Flour Mills Co. recently sustained an electrical damage loss.

Le Roy, Kan.—A coat of aluminum paint has replaced the old red color on the Moore & Son's elevator.

Arkansas City, Kan.—The Farmers Co-op. Exchange has provided lightning protection for its elevator.

Newton, Kan.—The Consolidated Flour Mills Co. sustained a small electrical damage loss early in May.

Hutchinson, Kan.—The William Kelly Milling Co. sustained an electrical damage loss at its "A" mill recently.

Halstead, Kan.—Lightning protection has been provided for the Farmers Co-op. Grain & Merc. Co. elevator.

Cullison, Kan.—The Farmers Grain & Mercantile Co. recently provided lightning protection for its elevator.

Clifton, Kan.—The Farmers Union Co-op. Shipping Ass'n has installed lightning protection for its elevator.

Robinson, Kan.—The Robinson Farmers Union Co-op. Ass'n recently provided lightning protection for its elevator.

Centralia, Kan.—The Centralia Farmers Union Business Ass'n recently rodged its elevator as a protection against lightning.

Cheney, Kan.—Albert Willard, 40, local grain dealer, died in a Wichita hospital May 15, where he had been confined since May 3.

Bogue, Kan.—The E. C. Wyatt Grain Co. elevator, with 500 bus. of corn and 6,000 bus. of wheat, was destroyed by fire on May 31.

Waterville, Kan.—The Farmers Elevator has added a new concrete approach to the east end of the drive and sanded the space between the drive and the scale.

Delavan, Kan.—The local frame and tile elevators of Delavan Lumber Co. have been purchased from W. W. Ray by Eberhardt-Simpson Grain Co. C. F. Van Winkle of Sharon Springs has been named local manager. The new elevator organization will be known as the Delavan Grain & Feed Co.

Rice, Kan.—P. M. Chubbuck, operating as Chubbuck Grain Co., is modernizing his elevator with installation of a new head drive, with direct-connected motor.

Bigelow, Kan.—The frame elevator of the Farmers Elevator Co. has been purchased by Eberhardt-Simpson Grain Co. N. Everson continues as local manager.

Lawrence, Kan.—The Bowersock Mill & Elvtr. is installing a 20-ton Fairbanks Open Side Dump Scale with double faced dial and printomatic and a dump hung from the scale.

Almena, Kan.—The Almena Feed Store has installed a new 15-ton 22 x 9 ft. Fairbanks Scale with concrete deck. The office was remodeled and enlarged to accommodate the scale.

Atchison, Kan.—The Blair Elevator is installing a 20-ton Fairbanks Open Side Dump Scale with double faced dial and printomatic and a truck dump hung from the scale.

Minneapolis, Kan.—The Farmers Elvtr. Co., managed by George C. Brown, is installing a new and heavier Bender Overhead Electric Traveling Truck Hoist with 5-h.p. motor.

Eula (Crystal Springs p.o.), Kan.—The Wolcott & Lincoln elevator which burned several months ago is being rebuilt. The new 10,000 bus. elevator is cribbed, iron-clad construction.

Bennington, Kan.—Bulk feed bins for retail sales will be built soon along one wall of the new feed warehouse of the Farmers Co-operative Elvtr. Ass'n, reports Mgr. Don Wilcox.

Argonia, Kan.—The Argonia Milling Co. grain elevator has been purchased by Wolcott & Lincoln, Inc., and is being completely remodeled and brought up-to-date for fast handling of wheat.

St. Paul, Kan.—Ed O'Bryan, of the Ed O'Bryan Elevator, has shipped more than 122 carloads of hogs since the first of the year, in addition to doing a large volume of business in grain, feed, and lumber.

Hutchinson, Kan.—Floyd Hipple, 50, an employe of the C.C.C. at Kansas City and formerly in the grain business here, died here June 5 from the effects of an automobile accident near here Memorial Day.

Grain grading schools were held recently at Arkansas City, Kan., Salina, Kansas City and St. Joseph, sponsored by the grain trade organizations affiliated with the State Extension Service and the Federal grain supervisors.

Solomon, Kan.—Alfred Rensmeyer, of Osborne, has been engaged as manager of the local Farmers Union Elevator, to succeed Ray Sullivan, manager for the last eight years. The equipment at the elevator is being overhauled.

Oketo, Kan.—The Oketo Elevator Co., operated by E. E. Affholder, who has three elevators here, with a total of 47,000 bus., has installed a hammer mill, and a half-ton feed mixer, and contemplates installation of a seed cleaner.

Lindsborg, Kan.—A 33,000-bu. cribbed, iron-clad addition to its 20,000-bu. cribbed elevator is under construction for the Farmers Union Elvtr. Co. The Ernest Engineering Co. is doing the work. Proposed for early construction is a new office for manager Dave Train.

Larned, Kan.—The new 110 ft. high elevator under course of construction for the Pawnee County Co-operative Ass'n has reached a height of over 90 ft. and is rapidly nearing completion. A 24-ft. head house will top the structure, and will house the automatic scale and turn heads.

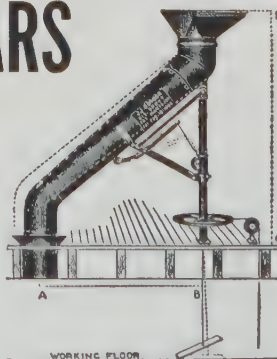
Buhler, Kan.—The door was blown off an iron safe at the Farmers Elvtr. Co. elevator early the morning of May 15, but no money was in the safe and nothing was taken, according to P. T. Nickel, manager. The safe, however, was ruined and windows were smashed by the force of the explosion.

Grainfield, Kan.—Stewart Grain Co., operated by H. G. Stewart, plans to build a feed mill adjacent to his elevator. Equipment will include a hammer mill, a feed mixer, a burr grinder for cracking corn, and other equipment for complete feed grinding and mixing service. A warehouse will be added.

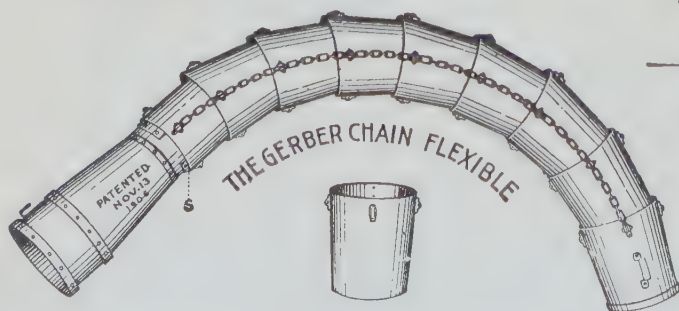
Washington, Kan.—The Kiger Produce Co. is building a 12,000 to 14,000-bu. elevator, the Roberts Const. Co. having the contract. All new machinery will be installed, making it one of the most modern plants in this part of the state. The elevating machinery will have a capacity of 4,000 bus. per hour.

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J. J. GERBER SHEET METAL WORKS 518 S. 3rd St. Minneapolis

High winds caused considerable damage to elevators in Kansas during the past month. Among the firms reporting losses were the following: Hal B. McDougal, Colby; Smith Center Co-op. Mill & Elvtr. Co., Smith Center; Koelsch Grain Co., Abbyville; A. F. Baker Grain Co., Waco; Morrison-Gregg-Mitchell Grain Co., Plainville.

Altamont, Kan.—The Farmers Co-operative Elvtr. Co., managed by A. J. Davis, is including construction of flax bins in the repair and remodeling work at its elevator. The flax bins are being built with tight flooring to insure their tightness and ability to hold flax seed, of which a considerable quantity is produced in this territory.

Salina, Kan.—About 100 grain dealers from western Kansas, with visitors from adjoining states, attended the third annual grain grading school conducted here May 31 under the sponsorship of the Salina Board of Trade affiliated with federal grain supervisors. Willis B. Combs, senior marketing specialist of the Grain & Seed Division, A. M. S., was in charge.

Rydal, Kan.—C. H. West, operating as Rydal Elvtr. Co., is changing the power at his elevator from gasoline to electricity. Two motors are being installed, one in the cupola to drive the leg, the other connected by V-belt with the air compressor of the truck lift. Anti-friction bearings are being installed on the head shaft and jack shaft to reduce power requirements.

Colby, Kan.—Derby Grain Co. has expanded its operations in the feed business with construction of a 20x44 ft. feed grinding and mixing plant and warehouse of frame and iron-clad construction adjoining its elevator. Equipment includes a hammer mill, a burr grinder, and a magnetic separator in the spout that feeds these mills. A feed mixer is expected to be installed soon. Local manager is T. S. Furlong.

Meade, Kan.—The Co-operative Elvtr. & Supply Co. is considering a plan whereby there will be a wider spread of stockholders. In spite of lack of a wheat crop, last year's business turned in a profit for the company. Mgr. J. W. Edwards announced at the recent annual meeting. A third pump is being installed at the company's uptown station, and it is planned to open the station near the tracks, closed for several years, in the near future.

McPherson, Kan.—The K B R Milling Co. is erecting six additional concrete storage bins at its local plant, each 16 ft. in diameter, along with interstice bins, with a height of 93 ft., and a capacity aggregating 100,000 bus. Contracts call for the completion of the construction work before the end of June. With the additional storage, the milling company will have elevator facilities at its local plant of about 300,000 bus. The mill is owned by Emil Teichgraber.

Everest, Kan.—F. H. Geiger, operating as Geiger Grain Co., plans to raze the old section at the north side of his elevator and replace it with a conveniently arranged feed grinding and seed cleaning unit. Some of the machinery from the old feed grinding plant will be utilized in the new, but new machinery is expected to include a larger hammer mill and motor, and a seed cleaning and treating machine. Construction of the building will be frame, iron-clad, designed to operate in connection with the elevator.

Wellington, Kan.—The district meeting of the Kansas Grain, Feed & Seed Dealers Ass'n held here the evening of June 4 attracted a crowd of 40 grain men, among them Pres. Dale Johnston and Sec'y E. R. Humphrey of the Oklahoma Grain & Feed Dealers Ass'n together with their members from the Enid-Blackwell-Ponca City District. Sec'y Moyer was in charge of the meeting and a general discussion on matters pertaining to the grain trade was conducted from which much benefit was derived by all present.

Wichita, Kan.—Construction has started on the 1,000,000-bu. terminal elevator on the Frisco railroad for the Consolidated Flour Mills Co. The new elevator will have a 180 ft. high headhouse with two legs, two side tracks, and two unloading sinks. Machinery will include a scalper, and a 2,500 bu. hopper scale. Storage will be in 43 tanks and interstice bins 110 ft. high. The headhouse will be arranged to permit the addition of more tanks and interstice bins. Chalmers & Borton expect to have the elevator completed early in August.

Kansas Grain, Feed & Seed Dealers Ass'n held local meetings this month at Chanute, Caldwell, McPherson, Topeka, Marysville, Liberal, Colby and Downs, the latter scheduled for June 12. Each meeting was well attended and enthusiastic interest in grain problems under consideration was shown.

Lindsey, Kan.—Construction work is nearly done on the new 10,000-bu. studded and iron-clad elevator being built by W. R. Bullen of Minneapolis, Kan., to replace the one destroyed by fire early last September. The old elevator fell victim to a new hazard when a gasoline transport truck struck a railroad engine and caught fire near by. The new elevator was partially pre-fabricated during the winter months; incorporates a 3,500-bu. per hour leg with Calumet Buckets, an Ehrsam Head Drive and a 20-ton Howe Truck Scale in its facilities.

Salina, Kan.—T. H. Ramsay, 69, prominent banker and stockman of Red Bluff, Cal., and a director of the Shellbarger Mill & Elvtr. Co., was fatally injured shortly after 11 a. m. May 18 when he fell from a manlift in the local plant. He had arrived here early that morning to attend a directors' meeting and had gone to the mill to make an inspection. Mr. Ramsay apparently was carried over the top of the manlift and plunged down the shaft. It is believed he may have become confused when he reached the top. No one saw him fall. He died shortly after being removed to St. John's Hospital.

Thayer, Kan.—Rex Green, who has been operating the George Bros. elevator here for the past 11 years on a partnership basis, and who, the last two years has leased the grain concern from Mr. George, has traded his interests in the buildings for the white cement elevator, in which he and Everett George of Earleton, had interests. Mr. Green announces he will not handle feed but will buy grain and keep his agency for machinery and parts. A crew of men is busy at the elevator, remodeling and repairing the house for grain storage. The George elevator will be operated by Mr. George and his son, Kenneth, the latter announced.

Dodge City, Kan.—New members recently enrolled by the Kansas Grain, Feed & Seed Dealers Ass'n include the following firms: Wilson Bros., Quenemo; Farmers Co-op. Merc. Soc., Richmond; South Mound Farm. Un. Co-op. Ass'n, South Mound; Ducey Grain Co., Galesburg; L. J. Pearsall, Caney; Corbin Elvtr. Co., Corbin; Co-op. Elvtr. & Supply Co., Meade; Kismet Equity Exch., Kismet; Imperial Flour Mills, Lindsborg; Green's Elvtr., Jewell; Smoky Valley Flour Mills, Lindsborg; Loomis & Son Grain Co., Mankato; Farmers Grain & L. S. Co-op. Elvtr., Niles; Farmers Un. Co-op. Ass'n, Manhattan; Farmers Elvtr. Co-op., Bavaria; W. P. Noone Grain, Jennings; Ogallah Co-op. Ass'n, Ogallah; Arkansas City Flour Mills Co., Arkansas City; Plains Eq. Exch. & Co-op. Union, Plains.—J. F. Moyer, sec'y.

Wheat field days for 1940, with the plotmen in charge, to be held under the auspices of the Kansas Wheat Improvement Ass'n are as follows: Manhattan, Quivira Acres, June 13; Riley, Leonard Pierce, June 13; Hope, David W. McMahan, June 14; Junction City, J. L. Mullins, June 14; Lincoln, Wilson Bros., June 14; Clyde, Frank J. Feight, June 14; Minneapolis, A. D. Markley, June 15; Clay Center, Peterson Bros., June 15; Home, Roy Krous, June 17; Pratt, Charles Hillard, June 17; St. John, Norman J. Soeken, June 18; Hoisington, W. C. Sullivan, June 19; Rydal, Ed. C. Kallman, June 21; Bird City, Albert Weaver, June 22; Kanona, H. O. Johnson, June 24; Hiawatha, Roy Wilson, June 24. The following towns were scenes of wheat field days earlier this month: Columbus and Arkansas City (May 28); Mayfield, Maize, McPherson, Pauline, Attica, Whitside, Newton, Lyons, Salina, Kingman, Beloit, the latter three towns on June 12.

KENTUCKY

Owensboro, Ky.—The Charles Broeker & Co. elevator was damaged slightly by recent high winds.

Leitchfield, Ky.—A customer's truck damaged the scale of the Winn & Tobin Milling Co. on May 11.

Louisville, Ky.—Brooke Cover, grandson of the founder of Cover Grain & Feed Co., has been made president of the corporation, the third generation of the Cover family to take his place as an executive of this firm, established in 1876.

Winchester, Ky.—The Browning Coal & Feed Co. has opened for business at its new location on West Broadway.

Georgetown, Ky.—C. D. Steele, Van Wert, O., has opened the Community Feed Store on West Main St., and will carry a full line of feed and grains.

LOUISIANA

Baton Rouge, La.—The Southern Grain & Feed Co., subsidiary of the Mississippi Valley Grain & Feed Co., is completing its new 40,000-bu. plant.

MARYLAND

Baltimore, Md.—S. H. Phillips, manager for Norris Grain Co. here, is back at the office again after a protracted illness.

Baltimore, Md.—Samuel Walker, head of the Western Stevedoring Co., operators of the terminal elevator and piers, died May 31.

Baltimore, Md.—Henry P. Derschinger, superintendent of the B. & O. Elevator, is now running the road's Mt. Clair plant. George Hoopes succeeds him.

MICHIGAN

Laingsburg, Mich.—The former Bailey elevator has been sold by Carl Wolker to Emil Lee & Co.

Hart, Mich.—J. C. Hasley, 73, former operator of a grain mill here, died of complications resulting from pneumonia May 17.

Lawton, Mich.—E. Beam & Son recently installed a new hammermill and are prepared to do all kinds of feed grinding and mixing.

Detroit, Mich.—William L. Lewis was appointed permanent receiver for the American Malting Co., recently, in Federal Court. He was ordered to prepare plans for the company's reorganization.

Elkton, Mich.—A new foundation has been placed under the hand picked bean storage room at the Elkton Elevator, and other improvements made to the plant and grounds under the supervision of Mgr. Ira S. Faist.

Hamilton, Mich.—The Hamilton Farm Buro has taken possession of the mill acquired recently from the Kolvoord Milling Co. Milling of flour will be continued and the plant will be used, also, for grain storage.

Owosso, Mich.—The office of the Hagan Elvtr. Co. was broken into by yeggs the night of May 26, who, surprised by police summoned by the night watchman who heard them hammering the safe, fled. They had succeeded in opening the cash drawer in a desk and obtained \$15.

Capac, Mich.—The Valley Elvtr. Co. is building a warehouse on the site of the old freight platform east of its elevator. The old warehouse, located on Main St. below the tracks, is being taken down and will be used as a coal yard. This latter building was formerly an elevator, erected in the middle 70's by Henry Collins.

Saginaw, Mich.—Fire broke out in the dust house of the Michigan Bean Co.'s large elevator on May 23 and 500 lbs. of sulfur stored in the dust house, burning, caused a great smoke cloud that belied the small blaze which did slight damage. The dust house is separate from the main building and the elevator was not endangered.

LIBERTY GRAIN BLOWERS

fill cars to capacity without inside scooping in 1½ to 2 hours. Saves expense of scooping labor, and loads more cars per day. Easily moved from place to place. The only thing for loading cars on R.R. spurs. Write for particulars.

Midwest Steel Products Co.
728 X Delaware, Kansas City, Mo.

MIDWEST GRAIN BINS

answers your surplus storage problems. 5 sizes, 500 to 2250 Bu. Easy to move or erect. Extra profit also selling bins to your farmer customers who require farm storage. Also steel Corn Crib. Write for particulars.

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Concord, Mich.—W. C. Whittcar of Union City has bot the Krebill Milling Co. plant from the Concord Depositors Corp., taking over the business the latter part of May.

Kalamazoo, Mich.—George E. Little, 69, prominent in local milling business for 35 years, died at Borgess Hospital May 6, after a week's illness. Mr. Little, in 1904, was associated with A. K. Zinn, operating mills here and in Galesburg. Mr. Zinn withdrew from the business and the enterprise became known as the George Little Co. His brother, Charles, became an associate in the grain, feed and fuel business in 1912, the company celebrating its 35th anniversary last year.

Milford, Mich.—Dissolution of the Milford Food Products Co. has been asked by John P. Keuler, Peter Hubbard, John T. Fleishaus, Harry L. Schafer and Thos. Barbass, members of the board of directors, in a petition filed in circuit court. The company was incorporated in 1935 to engage in the business of handling food products and for buying, selling and trading of grains and cereals. Appointment of a receiver is asked. The assets of the firms are given as \$20,322.22 and its liabilities as \$21,672.22.

Ann Arbor, Mich.—Charles E. McCalla, proprietor of the Washtenaw Farm Buro Store, has acquired from the Gottlob Luick Estate the premises on North Fifth Ave. now occupied by the Double A. Products Co., and will tear down a portion of the old brick building there to permit erection of a modern feed mill. Machinery for shelling and cracking grain, and producing poultry, dairy and hog feeds will be installed. A large show room and retail store is planned. The Double A. Products Co. is moving to Manchester.

Schoolcraft, Mich.—The Harvey & Stewart grain elevator and coal yards were taken over June 1 by the Knappen Farm Service Co., a new corporation. The local elevator will be operated with Myron Shutes as manager. He has been with the elevator for many years. Maurice E. Harvey and George H. Stewart who have operated the elevator for the last 18 years, have an interest in the new corporation, of which Charles P. Knappen, Augusta, is the president. Mr. Stewart will remain with the new firm until Jan. 1, 1941; Mr. Harvey retired June 1 to devote his time to his farm interests after 26 years in the elevator business at Allegan, Constantine and Schoolcraft.

MINNESOTA

Cyrus, Minn.—The Cyrus Farmers Elvtr. Co. has installed a new truck scale.

Elysian, Minn.—A 20x20-ft. addition has been built to the Commander Elevator here.

Swift, Minn.—Work is under way on construction of the new alfalfa meal plant here.

Freeborn, Minn.—Work is under way on construction of the new Hunting elevator.

Clinton, Minn.—The old Farmers Union Elvtr. Co., which never functioned, has been dissolved.

Sleepy Eye, Minn.—A new 30-ton scale is being installed at the Eagle Roller Mills Elevator.

Chokio, Minn.—A new automatic scale is being installed at the Chokio Equity Exchange elevator.

Morris, Minn.—Al Green of Watertown, S. D., has purchased the Morris City Mills from G. H. Stewart.

Montevideo, Minn.—A two-story 28x48-ft. addition to its plant is being built by the Pacific Grain Co. and is to be used for a seed warehouse.

Russell, Minn.—The Farmers Independent Elvtr. Co. elevator was damaged recently by high winds.

Zimmerman, Minn.—The R. F. Brown & Son feed mill, which was destroyed by fire recently, will be rebuilt.

Waseca, Minn.—A new warehouse addition is being constructed by the Pillsbury Flour Mills Co. Dave Smith, manages the plant.

Perham, Minn.—Lester Ringdahl, 35, manager of the Intertational Elvtr. Co. elevator, drowned when his boat capsized while fishing.

Clements, Minn.—Sparks on shingle roof were responsible for a small fire loss to the office roof of the Hoover Grain Co. on May 15.

Alden, Minn.—The Speltz Grain Elevator is being rebuilt and a new 35-ton scale, a new hoist and large fanning mill will be installed.

Butterfield, Minn.—The Hubbard & Palmer east elevator building which was partially wrecked by wind the night of Apr. 27, has been razed.

Cleveland, Minn.—The Farmers Elvtr. Co. reported a small loss sustained as the result of damages at its elevator caused by recent high winds.

Tracy, Minn.—The Farmers Elvtr. Co. elevator has been remodeled and the feed grinding department renovated. Theodore Torgimson is manager.

Madison, Minn.—Martin M. Nikolai has resigned as manager of the Madison Milling Co. plant, effective June 1, to accept a position at the bank.

Wirock (Iona p.o.), Minn.—Henry Nagel of Iona is new manager of the Wirock Elvtr. Co. elevator. His son, Donald, will be associated with him.

Detroit Lakes, Minn.—The Detroit Lakes Grain Co. is installing at its plant a 1,000-lb. capacity motor driven batch feed mixer, supplied by R. R. Howell Co.

Duluth, Minn.—F. B. Getchell, of Getchell-Tanton Co., and vice president of the Duluth Board of Trade, has announced his removal to Minneapolis to make his home after July 1.—F. G. C.

Dassel, Minn.—The Rice Laboratories, Inc., is covering its yeast plant with brick-faced galvanized iron siding. Motorized exhaust units have been added to its drying system to speed up production.

Borup, Minn.—C. I. Mattison, formerly manager of the Cargill, Inc., elevator at Ada, has succeeded A. G. Lundgren as manager of the local elevator. Mr. Lundgren is retiring from active business.

Hoffman, Minn.—The Kellogg Commission Co. of Minneapolis has purchased the Ray M. Lang Seed & Grain Co. elevators located in Hoffman and Benson. M. M. Johnson has been retained as manager here.

Tamarack, Minn.—The Co-operative Elevator Society has been incorporated; capital stock, \$15,000, to conduct a mercantile business. Incorporators: John Orjala, Leonard Bakkila, Henry Beutow, et al.

Hector, Minn.—The Farmers Co-operative Elvtr. Co. has let a contract to J. H. Fisch Co. for construction of a 45,000-bu. elevator. It will be equipped with modern fast grain handling and cleaning machinery.

Welcome, Minn.—The Farmers Elvtr. Co. is improving its plant with the installation of a Howell Direct Connected Geared Head Drive with 7½-h.p. Fairbanks Motor, new rubber covered bucket belt and Calumet Cups.

Evan, Minn.—Hixon & Gannon's grain elevator, recently completed, has been formally opened for business. Jack Jorgensen is manager. The firm plans to build a warehouse this coming fall in connection with its two elevators.

Halstad, Minn.—The Halstad Elvtr. Co. will build a 35,000-bu. elevator this summer, to cost approximately \$20,000. It will adjoin the present building. George Rognile is manager and Alfred Stole assistant manager of the elevator.

Princeton, Minn.—The Hilltop Farm Feed Store has been opened here by Joe Townsend. A feed grinder and mixer has been installed and a complete line of feeds, salt, screenings, cod liver oil, poultry remedies and equipment will be carried.

Roscoe, Minn.—The Osborne-McMillan Elvtr. Co. has purchased the Cargill, Inc., property. M. J. Kirsch, who for the past 17 years has been manager of the elevator for the Cargill company, will continue in that capacity for the incoming firm.

Warren, Minn.—Leo B. Murphy has let a contract to the J. H. Fisch Co. for construction of a 45,000-bu. elevator on his farms between Warren and Mapleton, N. D. It will be equipped with latest type high speed grain handling and cleaning machinery.

Imogene (Granada p. o.), Minn.—M. J. Garry has purchased the W. E. Barrett elevator here from William Barrett of Fairmont, who bought it three years ago from the Farmers Elvtr. Terminal Co. of Omaha. Mr. Garry also owns an elevator at Iona Lake, Minn.

Perham, Minn.—The flour mill operated by Peter Schroeder for many years and later by the Globe Flour Mill Co. under the managership of Wm. McLaughlin, is to be sold by the State Bank Department which acquired it in the assets of the State Bank of Perham.

Anoka, Minn.—John Johansen, former manager of the Farm Service Store, Inc., in Champlin, has accepted a position to manage the Hilltop Poultry Co. new feed store here. Grinding and mixing machinery has been installed and a full line of feed and poultry supplies will be carried.

Barry, Minn.—Stock and property of the Lang Elevator & Grain Co. here has been sold to the Kellogg Commission Co. A new elevator will be erected on the Lang site as soon as possible, replacing the structure which burned in April. John Robertson, former manager of the Lang elevator, will be retained to manage the new elevator.

Brainerd, Minn.—The Cass-Crow Wing Co-op. Ass'n has been incorporated, to purchase, sell, handle, market and distribute to and for its members and other producers of feed, agricultural products, gasoline, oil, fuel, machinery, and supplies needed in the production and transportation of agricultural commodities, with the principal place of business, here. Directors are: Walter Caughey, Brainerd; Henry Ford, Pierz; Hervey Hannahs, Pillager; H. E. Hanson, Pequot; Lawrence Koering, Brainerd; Mitchell J. Puetz, Brainerd; Melvin Stropp, Merrifield.

MINNEAPOLIS LETTER

F. J. Whelan, Crystal, N. D., has purchased a membership in the Minneapolis Chamber of Commerce.

A. J. Anderson has resigned his position in the warehouse department of the Russell-Miller Milling Co.

Harry E. Miller, 66, sec'y of the St. Anthony & Dakota Elvtr. Co., died May 20. He was manager of the firm's lumber department.

J. George Mann and George H. Luck have been elected president and vice-president, respectively, of the Minneapolis Traffic Club.

Harry A. Bullis, associated with General Mills, Inc., and its predecessor companies since 1919, has been promoted to executive vice-president.

Otto Paulson of Havre, Mont., district manager of the International Elvtr. Co., has been named general superintendent with headquarters here.

Frank Bergman, president of the former Linseed By-Products Co., is now managing the Northwest Linseed Co., with offices on Franklin Ave., S. E.

F. Maynard Losie was elected president of the Minneapolis Chapter of the Society of Grain Elvtr. Superintendents on May 21; Vin Shea, vice-president; James Ault, sec'y and Ray Brusseau, treasurer. Barley was the subject under discussion at the session, and an interesting and instructive paper on the subject was read by M. E. Grant, Brooks Elvtr. Co., Minneapolis.

WHEAT STORAGE SOYBEAN STORAGE

**We offer concrete storage for your convenience
in shipping into the South and Southeast.**

THOMSON GRAIN ELEVATOR COMPANY
Louisville, Kentucky

Consolidation of home offices of the Russell-Miller Milling Co. on the remodeled, air-conditioned ninth floor of the Midland Bank building has been announced. The offices, formerly on the fourth and fifth floor of that building, are equipped with modern lighting.

The Minneapolis Chamber of Commerce took the following action at its meeting held May 23: "Resolved, That effective with the opening of the market on Friday, May 24th, the limits now in effect for all September futures, be also the limits for December futures of all grains until further action by this Board."

The Minneapolis Chamber of Commerce held its annual golf tournament June 3, with a record entry list of 116. V. C. Geiger shot a low gross of 80 and five were tied for second place, William Warner, Ade Howard, Robert Howard, John McLane and Red Swanson, all with a score of 81. The winning blind bogey foursome was John McLane, Robert Howard, Thos. McCarthy and George Kehoe. The day's festivities ended with dinner and indoor sports.

Effective July 1, the Monarch Elevators and the National Atlas Elevators will be consolidated under the new firm name of F. H. Peavey & Co. The change was made to effect economies and increase efficiency of operations. The new firm will operate in the Dakotas, Minnesota, and Montana according to an announcement made by F. Peavey Heffelfinger, vice-president of the concern, and will include 230 stations. National Atlas and Monarch have been operating for 50 years. Management of the elevators will be vested in L. J. Carlin, general manager, and P. F. Scheunemann as assistant general manager. W. S. Yeo of Monarch Elevators and W. G. Kuehne of National Atlas Elvtr. Co., are retiring after many years of service. Earl Thurston, office manager and assistant sec'y for National Atlas Elvtrs., is being promoted to other duties in the new setup. It is indicated some changes will be made in the superintendents' division.

MISSOURI

Higginsville, Mo.—Lyman T. Land, 82, a former manager of the Higginsville Milling Co., died May 6.

Emma, Mo.—The M. F. A. Elevator is building a new storage and seed warehouse, to be over 60 ft. long.

Ewing, Mo.—The Farmers Elevator has installed a Fairbanks 15-ton Scale with type registering beam.

Monett, Mo.—The Whitlock-Lines Elvtr. Co. elevator was damaged by high winds recently. The loss was small.

Jefferson City, Mo.—Dulle Mfg. Co. is installing a 225-h.p. Fairbanks-Morse Diesel Engine, replacing its steam plant.

Montgomery City, Mo.—The Producers Grain Co. is building a seed and feed warehouse 76 x 30 ft. and will install a seed cleaner.

Marshall, Mo.—Rea & Page Milling Co. reported a small loss sustained as the result of damage to their plant caused by recent high winds.

Alma, Mo.—The Alma Co-operative Farmers Elvtr. & Grain Co. will sponsor a first annual farmers' picnic to be held here, at Central Park, June 22.—P. J. P.

Lincoln, Mo.—The W. J. Small Co. has started operation of its new alfalfa dehydrating plant here, with E. C. Small, brother of the president of the company, in charge.

St. Louis, Mo.—Condemnation proceedings have been instituted for razing the old elevator adjoining Lambert-St. Louis Municipal Airport. The elevator is regarded as a hazard to flying.

St. Joseph, Mo.—Due to inability to come to an agreement as to an annual leasing rate with the C. B. & Q. R. R., the Salina Terminal Elevator Co. has given up its operations in the Burlington elevator here, and has taken a storage house at Kansas City at a cheaper rate of leasing rental.

Higginsville, Mo.—The Missouri Grain, Feed & Millers Ass'n has added the following new members: M. D. Grider, Appleton City, and Wilder & Taylor, Laddonia, Mo.—A. H. Meiner-shagen, sec'y.

St. Joseph, Mo.—Local meetings of the grain and milling trade sponsored by the extension service of the Missouri Agricultural College, were held at St. Joseph, Springfield, Carrollton, and St. Charles during the first week of June. A number of subjects interesting to the grain and milling trade were discussed, and a large and appreciative gathering responded for each meeting.

Aurora, Mo.—The lack of protection for the property of the Majestic Flour Mills having resulted in the destruction of the city's leading industry, the owners bot a fire proof plant in another city and will not rebuild here. Its mill was set on fire in four different places the night it burned. Toleration of incendiarism or other lawlessness has never been known to encourage the industries of any city.

Brunswick, Mo.—The W. J. Small Co. of Neodesha, Kan., has purchased additional land here on which the company plans to erect a large warehouse. The land, approximately one-half acre, adjoins the company's large alfalfa dehydrating plant. Operations at the plant here are to be expanded steadily and work will start at once on the new warehouse. The plant is equipped to process two tons of green crop an hour.—P. J. P.

St. Joseph, Mo.—Joseph L. Fredericks, 65, one of the founders of the St. Joseph Grain Exchange, died May 16.—P. J. P.—Mr. Frederick had been in the grain business for more than 40 years. He was manager here of the Hart-Bartlett-Sturtevant Grain Co. for the last number of years. About 30 years ago he formed his own company in St. Joseph, the J. L. Frederick Grain Co., after connections with other concerns, but severed his connection therewith some time ago. More recently he had been connected with Goffe & Carkener, Inc., B. C. Christopher & Co., and the Hart-Bartlett-Sturtevant Co. Burial was at King City, Mo.

Springfield, Mo.—At a meeting of the board of directors and officers of the Lipscomb Grain & Seed Co. May 31, A. L. Lipscomb of Irwin, Mo., was elevated to the presidency to replace his father, C. Lipscomb, who is partially retiring from active service. E. M. Lipscomb of Liberal, Mo., continues as vice-president, and Forest W. Lipscomb of Springfield and well-known president of the Missouri Grain, Feed & Millers Ass'n, swapped his old title of sec'y-treasurer for the title of executive vice-president and treas.; Karl Lipscomb, grandson of the elder C. L., was elected sec'y. with offices here. The company operates a large wholesale grain and seed plant and feed mill at Springfield, and elevators at Irwin, Iantha, Liberal, and Asbury, Mo.

Savannah, Mo.—An unofficial check recently revealed that 77 truckers operate out of Savannah, whose population is approximately 2,000, and that less than half a dozen of them have Public Service Commission permits. The rest are wildcat peddlers. A gang of swindlers, local itinerants emanating from here, has victimized farmers thruout Northern Missouri and Iowa, tendering worthless checks in payment for loads of grain. Farmers were given a telephone number of "a bank in St. Joseph" to call to "see if the check is good." It was always good, because the number was that of a telephone which was answered by a member of the gang—that's as close as the inquirer ever came to the bank. Discovering the crooks came from here, several automobile loads of aroused farmers, armed with clubs, descended on local officials not so long ago and insisted these gypsy swindlers be "cleaned up." Six were then arrested and sentenced for fraud. After several months' imprisonment they have been turned loose and are once again plying their highway peddling. Elevator managers in Missouri and Iowa are warned to be on their guard.

KANSAS CITY LETTER

Reorganization of the capital structure of Flour Mills of America, Inc., is being speeded up, final hearings on the briefs of various security holders' com'ites having been heard before Judge Albert L. Reeves in federal court recently. It is expected that reorganization will be effected within the next two or three months. It was emphasized that the corporaion was thoroughly solvent and had been operating at a profit during the 11 months of the trusteeship.

Claude L. Darbe was elected president of the Kansas City Chapter of the Grain Elvtr. Superintendents Society recently. William Deegan was named first vice-president; Wilbur Holte, second vice-president; P. A. Kier, sec'y-treas.

George A. Aylsworth, formerly president and general manager of the Great Western Elvtr. Co., has become associated with the Chicago Great Western railroads as grain agent. He will maintain headquarters in Kansas City but will travel extensively among elevator operators, mills and grain shippers generally, having supervision of the grain traffic over the lines.

Protein average on 147 cars of wheat by the Kansas State Grain Inspection Department in the week ended May 31 was 15.83%, and 61 cars handled by the official Missouri laboratory averaged 13.53%. Combined arrivals of 208 cars showed average protein content of 15.16%, compared with 15.05% on 229 cars the preceding week and 13.78% on 390 cars a year ago.

Jasper T. Kincaid, well known in the grain trade and for the last several years in the Kansas City office of the Commodity Credit Corporation, died recently. Mr. Kincaid had served as state chief grain inspector under Governor Woodring as well as having served as a member of the state tax commission and of the Kansas state legislature from Johnson County.

John G. Carlson has applied for membership in the Board of Trade on transfer from H. Kellogg, Jr., of Buffalo. The membership sold for \$4,000, including transfer fees. C. S. Gordon of the Quaker Oats Co., Chicago, and R. W. McGeary of Salina Terminal Elvtr. Co., also are applicants for membership. Mr. Gordon on transfer from J. C. Murray, deceased, and Mr. McGeary on transfer from George A. Aylsworth, the latter membership selling for \$4,100, including the transfer fee of \$500.

MONTANA

Antelope, Mont.—The Hoven Grain Co. will remodel and repair its elevator this summer.

Great Falls, Mont.—The Farmers Co-operative Elvtr. Ass'n of Montana will hold its convention here June 19 and 20.

Huntley, Mont.—The International Elevator Co. is equipping its new elevator with a Howell Direct Connected Geared Head Drive.

Denton, Mont.—The Montana Elevator is replacing its old scale with a new 15-ton, 9 x 18 ft. pedestal type, Fairbanks Dump Scale. Contract by Victor Constn. Co.

Missoula, Mont.—Sam Rankin, 52, former prominent rancher and grain dealer of Christina, and for the past seven years engaged here as supervisor for the emergency feed and seed loan department of the Federal Farm Credit Administration of Spokane, died May 20.

Havre, Mont.—Otto Paulson, district manager of the International Elvtr. Co., who has been appointed general superintendent with headquarters at Minneapolis, was honored at a dinner at the Morris Cafe May 18 by a group of his associates who presented him with a watch during the course of the evening.

NEBRASKA

Odell, Neb.—O. A. Cooper & Son have had Birchard Const. Co. refit their truck scale.

Scribner, Neb.—The Scribner Grain & Lumber Co. is giving its elevator a new coat of paint.

Brule, Neb.—The W. T. Barstow Grain Co. has sold its local elevator to Ed McGinley, local cattle feeder.

Gurley, Neb.—Gurley Grain Co. is remodeling the mill elevator and will add about eight more storage bins.

Nebraska City, Neb.—The Southeast Nebraska Grain Dealers Ass'n will hold its annual meeting here June 20.

Scoular-Bishop Grain Co.
GRAIN MERCHANTS
KANSAS CITY WICHITA OMAHA

Official Brown-Duvel
MOISTURE TESTERS
Tag Heppenstall Moisture Meters
and a complete line of grain and seed testing equipment. Every item guaranteed up to government specifications.
HARRY B. OLSON 211 W. Wacker Drive CHICAGO, ILL.

Elm Creek, Neb.—The local dehydrating plant, V. R. Salisbury, manager, has started operations, both units running.

Wilcox, Neb.—W. A. Petteys is building an alfalfa drying plant to be operated in connection with his feed business.

Hardy, Neb.—The Farmers Union Elevator purchased Dave Stenson's feed grinder and is prepared to do all kinds of custom grinding.

Lincoln, Neb.—Maurice Palmer, formerly employed by Bossemeyer Bros. at Superior, has started work here for the Gooch Milling Co.

Ames, Neb.—The Farmers Union Co-op. Ass'n has graded a new approach to the east entrance of the elevator and installed a new scale there.

Walton, Neb.—The Aden Grain Co. elevator has been razed and the material in it sold. The Aden Grain Co. now confines its operation to its Havelock elevator.

Trenton, Neb.—The Trenton Co-operative Oil & Grain Co. has been incorporated. Authorized capital stock is \$25,000. C. F. Buhler is president, Webster Thomas, sec'y.

Gering, Neb.—John Jiridon plans erection of a warehouse at his local elevator, which he operates as the John R. Jiridon-Twin Cities Division, F. R. Warden, manager.

Adams, Neb.—Farmers Elevator Co., Don Foster, mgr., is installing a Fairbanks 20-ton scale with 9 x 34 ft. deck at the frame, iron-clad two-room office the company is just completing.

Morrill, Neb.—John Jiridon plans erection of two steel storage bins with capacity for 10,000 bus. each, adjacent to his cribbed elevator here. This addition will bring his capacity to 55,000 bus.

Utica, Neb.—The Utica Farmers Grain Co., which has three elevators here with 90,000 bus. total storage, under management of H. W. Busch for the last 27 years, has installed a feed mixer.

Western, Neb.—George Witt, operator of the Western Elevator & Supply Co.'s 25,000-bu. elevator, is widening the elevator driveway to 14 ft. to accommodate trucks. Birchard Const. Co. is doing the work.

Ruskin, Neb.—Earl Zimmerman, manager of the Home Grain Co., died in a Hebron hospital May 26, of a self-inflicted rifle wound in the head. He was found earlier in the day at the elevator, a small rifle beside him.

Avoca, Neb.—The Marquardt Grain Co., operated by Fred Marquardt, has installed a new rope drive in its south elevator, and a new 7½ h.p. Fairbanks-Morse Ball Bearing Motor in its north elevator. Plans painting its properties.

Bradshaw, Neb.—C. E. Trump, formerly manager of the W. T. Barstow Grain Co. elevator at Brule, is the manager for the newly organized Farmers Co-operative Grain Co., which purchased the P. F. Steinberg & Son elevator here.

Firth, Neb.—Farmers Union Co-operative Co., managed by Mr. TeSelle, is making extensive improvements in its elevator, installing new cup belt, new Calumet Buckets, and a new head drive. Birchard Const. Co. is doing the work.

Wabash, Neb.—The Wabash Grain Co. elevator was burglarized recently, and damages incurred as a result of the thieves smashing in the door, have been repaired. At the same time a concrete approach was built to the elevator.

Blair, Neb.—The Holmquist Lumber & Grain Co. will install a new 30-ton, 40 x 10 ft. concrete deck scale at its elevator, supplanting the one installed seven years ago. Installation was prompted by the elevator company's plans for grain shipment via the Missouri River, it was stated.

Superior, Neb.—A joint meeting of the grain dealers of Nebraska and Kansas will be held here Thurs. evening, June 13, at the Nebraska Hotel. Dinner will be served at 7 p. m. and ladies are invited to attend. The gathering is under the auspices of the Nebraska Grain Dealers and Managers Ass'n and the Kansas Grain, Feed and Seed Dealers Ass'n. An interesting program has been planned for the occasion.

Juniata, Neb.—Albert Ganwich is manager of the Juniata Grain & Livestock Ass'n. The company is completing replacement of its old gas engine with motors at the west elevator on the Burlington railroad, and contemplates installation of a feed grinder.

Leahey (Seward p. o.), Neb.—Mill machinery has been taken out of the local building of Engler Mill & Elevator Co., and bins have been built in the structure to transform it into an 18,000-bu. grain elevator. Headquarters for this company are in Seward.

Pender, Neb.—Water in the boot pits was a natural consequence for the elevators of the Moseman Lumber Co., and the Heyne Lumber Co., when over seven inches of rain poured down in a seven-hour cloudburst the night of June 3, sending Logan Creek raging over its banks and inundating the town.

Brock, Neb.—Rhue Cole is the new manager of the Brock Grain Co., taking the place of C. Carmine, who served for a few months following the death of Tom Buckridge early this year. Mr. Cole was formerly manager for the Dawson Farmers Elevator Co., later a traveling solicitor for Goffe-Carkener Grain Co.

Weeping Water, Neb.—Farmers Grain & Supply Co., operated by E. E. Lorensen, not only fitted its elevator with lightning rods, but also with an all-metal fire escape that was formerly used on an old school house. Sentiment was attached to the installation of the latter, the fire escape being from the school house which Lorensen attended as a boy.

The following Nebraska grain men have provided lightning protection for their elevators and have stopped worrying every time a thunder storm rages about the structure: Frank Marshall, Wabash; E. E. Lorensen, Weeping Water; R. C. Chittenden, Graf; John A. Spellman, Sprague; H. M. Davis Grain Co., Thompson; Farmers Union Co-op. Ass'n, Dannebrog, Neb.

Seward, Neb.—The operating name of F. A. Engler & Sons has been changed to Engler Mill & Elevator Co. The company, operated by F. A. Engler and his sons, has installed a 50-bbl. Midget Marvel Short Process Flour Mill Unit to bring its total milling capacity to 90 bbls. per day. Operated in connection with this mill is a 25,000-bu. elevator here, and an 18,000-bu. elevator at Leahey, and feed grinding and mixing machinery.

Lincoln, Neb.—The Grain Dealers and Managers Field Day to be held here June 17 under the auspices of the Nebraska Grain Improvement Ass'n will be the occasion for a radio address by A. G. Ellick, president of the Ass'n, over KFAB at 12:15 o'clock; his subject, "The Work of the Nebraska Grain Improvement Ass'n in Its Effort to Improve the Quality of the Grain Grown in Nebraska." Additional features of the program appear elsewhere in this issue of the Journals.

Seward, Neb.—Imig-Schneebeck Grain Co., operated by partners Edward H. Imig and Carl A. Schneebeck, has increased its elevator storage capacity to 39,000 bus. by erecting a steel storage bin on a concrete foundation adjacent to its 25,000-bu. cribbed elevator. An innovation in the 25 ft. across, 30 ft. high steel tank is installation of pipe openings at intervals up the side, thru which a thermometer may be thrust into grain held in the bin to take readings of its temperature.

Nebraska City, Neb.—Elimination of the \$50,000 project limitation provision from the new WPA bill has restored Nebraska City's hopes for construction of the proposed million-bu. terminal elevator, planned for construction by the Nebraska City dock board. Their plans to build the elevator were balked by the project limitation in seeking WPA aid. The board was informed by Rep. Sweet the house had passed the bill without the limitation provision and, if the limitation also is eliminated by the senate, the board believes WPA approval would be assured.

St. Paul, Neb.—The Farmers Grain & Supply Co. has filed suit against the Massachusetts Bonding & Insurance Co., and Andrew J. Thomsen, asking judgment against the defendants for \$2,485.64. Petition alleges that Thomsen was manager of the plaintiff's elevator in St. Paul from June 1, 1937, to Nov. 30, 1938, and that between said dates as such manager he received money and other personal property of the above valuation for the use of plaintiff for which he failed to account to plaintiff. Employment was covered by a \$3,000 surety bond purchased from Massachusetts Bonding & Insurance Co.

OMAHA LETTER

Chester Hunter, manager of Lamson Bros.' office for many years, died May 30.

C. H. Kenser recently resigned his position in the grain and millfeed division of Omar, Inc.

W. F. Shepard, for many years a road man for Bartlett-Frazier Grain Co., and Trans-Mississippi Grain Co., became associated with Updike Grain Corp. June 1.

A com'ite which will work for the Farmers' Union state board com'ite to determine advisability of constructing an elevator in Omaha with truck-dump facilities, was authorized at Grand Island by delegates to the state meeting of the Farmers' Union Co-operative Elevator Federation.

J. M. Doty, chief chemist for the Omaha Grain Exchange's milling and baking and protein laboratories, was elected sec'y of the American Ass'n of Cereal Chemists at the New York convention of the latter which came to a close May 22. The ass'n's convention will be held in Omaha in 1941.

The Omaha Bank of Co-operatives May 21 assumed ownership of five Adams County grain elevators which went under the hammer at foreclosure proceedings, the bank's bid of \$7,500, on file, being the only one received. The bank held mortgages against the elevators, situated at Prosser, Hansen, Level, Blaine and Muriel, which were owned by the Farmers Co-operative Grain & Supply Co., a corporation. Only two of the elevators, located at Hansen and Prosser, were operated in the last few years. The company's elevator at Farmer has been razed.

NEW JERSEY

Newark, N. J.—The Pan American Grain Corp. has been organized, 100 shares, no par. Louis L. Feinert, agent.

NEW YORK

Solville, N. Y.—The building of the Co-operative G. L. F. Holding Corp. was damaged slightly by an exposure fire on May 31.

Indian Falls, N. Y.—Gilmore Mill will be demolished and a dance hall will be built on the site. The mill which has not been operating for several years, when constructed in 1876, was known as the "model mill."

BUFFALO LETTER

The H. & M. Feed Co., recently organized, is located in the Jackson Bldg., on Delaware Ave.

Spencer Kellogg & Sons, Inc., is increasing the size of its main office facilities in Buffalo by a new addition now under construction.

John J. Kovarik, vice-pres. of the International Milling Co., has been elected a director of the Buffalo Chamber of Commerce.—G. E. T.

The Eastern States Milling Corp. will make alterations and erect a new office building at its plant. The work would involve expenditure of \$30,000.—G. E. T.

Thomas C. O'Brien, vice president of the Superior Elevator Corp., has been elected a director of the Buffalo Chamber of Commerce. He was chosen in recognition for his work as chairman of the Port of Buffalo defense com'ite in the fight against the St. Lawrence seaway.—G. E. T.

NEW YORK CITY LETTER

The Vim Flour Mills, Inc., has been incorporated; 200 shares n. p. v.; Abraham B. Beiser, New York.

B. H. Ticknor has resigned as vice-president and sales manager of the Commercial Molasses Co., to enter business for himself. Arnold M. Talbott has been appointed sales manager to succeed him.

CLELAND Grain Cleaners

will do the cleaning job you need, for clean wheat, oats, corn, barley, rye, beans, flax and seeds, with ONE cleaner.

Largest Capacity Lowest Price
Write for full information about these Modern Cleaners.

Cleland Mfg. Co.

Established 1924 Minneapolis, Minn.

LETHOGAS

Kills grain weevil—a safe fumigant

Approved by

Mill Mutual Fire Prevention Bureau.

Send \$11.25 for 5-gallon drum.

PARSONS CHEMICAL WORKS

Grand Ledge, Mich.

T. G. Wilkinson, with the Albert Dickinson Co. from 1927-1934 and widely known in the feed industry, will head as manager the new Animal Feed Department of the special products division of The Borden Co., effective June 1. The poultry feed dept. will be headed by Louis Novins; the Ration-ayd Dept., packaged vitamin ingredients used by feed manufacturers, will be managed by H. A. Bittenbender. Headquarters of all departments will be here.

NORTH DAKOTA

Walhalla, N. D.—The International Elvtr. Co. plans to erect an elevator here.

Fordville, N. D.—The Osborne-McMillan Elvtr. Co. is taking down the Dewar elevator.

Omeme, N. D.—The Osborne McMillan Elvtr. Co. has purchased the International elevator here.

Christine, N. D.—H. L. Otis of Willmar, Minn., is new manager of the Farmers Union Elvtr. Co. elevator.

Wales, N. D.—Henry Johnson of Overly has taken over the management of the Woodworth Elvtr. Co. elevator.

Milnor, N. D.—Failure of overload protection was responsible for an electrical damage loss in the Farmers Grain & Trading Co. plant recently.

Clements, N. D.—The Farmers Co-op. Elvtr. Co. is replacing its old rope drive with a Howell Hercules Special Transmission Rope 350 ft. long.

Lankin, N. D.—The National Atlas elevator has been sold to the Osborne-McMillan Elvtr. Co. Oscar Thurneau has been manager for the Atlas Co.

McKenzie, N. D.—The F. C. A. received bids until June 4 for the sale of its 19,000-bu. elevator here, located on the Northern Pacific railway right of way.

Rugby, N. D.—The Rugby Farmers Union Co-op. Elvtr. Co. has purchased the Rugby Independent elevator. Elmer Rasmussen will be the new manager.

Berlin, N. D.—The J. H. Fisch Co. has the contract to move an elevator for the Andrews Grain Co. of Minneapolis, and construct new and larger driveways.

Carrington, N. D.—Work is nearing completion on the new Osborne-McMillan Elvtr. Co. elevator being erected here to replace the one that burned Mar. 14.

Ellendale, N. D.—The Farmers Union Co-op. Ass'n is equipping its elevator with a Howell Direct Connected Geared Head Drive with 7½ h.p. Fairbanks Motor.

Hesper, N. D.—The Co-operative Elvtr. Co. has let a contract to the J. H. Fisch Co. for moving and remodeling its elevator. Modern machinery of the latest type will be installed.

Rohrville (Devils Lake p. o.), N. D.—A new steel roof is being put on our local elevator; a new drive chain has been installed; the boot repaired, and lightning rods put on the annex.—F. T. Patterson, mgr., Rohrville Farmers Union Elvtr. Co.

Valley City, N. D.—The Valley City Rendering Co. started operation of its \$30,000 rendering plant, located on the outskirts of the city, June 1. Animal and poultry feed products are being manufactured by the dry rendering process. W. E. Atkinson, owner of the local firm, also is operating rendering plants at Fergus Falls, Twin Valley and Red Lake Falls, Minn.

Lisbon, N. D.—J. G. Crites, 58, dropped dead May 5. He was well known to the grain trade here and in Montana, having organized the Farmers Equity Union group, and, when this group was later dissolved, he went to Big Sandy, Mont., where he organized a farmers co-operative elevator. Later he went to Helena, Mont., with the Montana Grain Growers, and finally returned to Lisbon as an elevator manager again. He was mayor of Lisbon when he died.

June grain schools at seven North Dakota points for elevator men to take up grain grading methods, grain varieties, grain diseases and related problems affecting the co-operative crop improvement program of the Extension Service, the Federal Grain Supervision Office and the Northwest Crop Improvement Ass'n. Meetings for elevator managers were set for June 3 and 4 at the North Dakota Agricultural College; elevator managers in Jamestown June 6; Fessenden June 7; Minot, June 10; Rugby, June 11; Park River, June 12 and 13.

Nekoma, N. D.—The Osborne-McMillan Elvtr. Co. will build an addition to its local elevator, the lumber used having been moved here from Fordville where the company recently razed the Dewar elevator.

OHIO

Robertsville, O.—A sump pump motor in the Star Mills was damaged on May 10.

Sharon Center, O.—Medina County Farm Bureau recently installed a Sidney Co-op Mixer.

Okolona, O.—The Northwestern Ohio Grain Dealers Ass'n held its meeting here June 3 with an attendance of 135.

Rockford, O.—The Little Elevator recently installed a boot sheller, purchased from the Sidney Grain Machinery Co.

Zanesville, O.—A truck backed into the salt warehouse of the Hook-Aston Milling Co. on May 21 doing a small amount of damage.

Brookville, O.—The Brookville Farmers Grain Co. recently negotiated the purchase of the Loy Mills and is operating the plant with R. J. Deardoff as manager.

Bellevue, O.—The Buckingham Grain & Feed Co. office was ransacked the night of May 22, by burglars who gained an entrance thru the side door. Nothing of value was taken.

Upper Sandusky, O.—Claud Gregg sold his share in the firm of William Gregg & Sons to Ward Walton. The firm will continue as William Gregg & Sons with Alton E. Gregg, his son-in-law Wayne H. Myers, and Ward Walton.

Fostoria, O.—Robert J. Hendrick, who has been connected with the soybean mill of Swift & Co. at Des Moines, Ia., has been appointed sales and traffic manager of that company's local plant, S. D. Hollett, manager, has announced.

High winds recently caused damages to many Ohio elevators; among those firms reporting small losses were the Metamora Elvtr. Co., Metamora; Rosewood Grain Co., Rosewood; Deunquat Elvtr. Co., Deunquat; W. Wayne Rudibaugh, Rogers.

Chillicothe, O.—The Chillicothe Milling Co. has been incorporated with a declared value of \$5,000 in the 250 n.p. shares. Incorporators were Clyde L. Thomas, Ora B. Thomas and Maynard Thomas. The new company purchased the building and equipment from the Eshelman Milling Co., which the latter bought at sheriff's sale recently. Clyde Thomas has been manager of the plant for the Eshelmans.

Westville, O.—William W. Offenbacher, 69, manager of the Westville Grain & L. S. Co. elevator, was injured in an automobile collision with a second car one mile west of Urbana on U. S. Route 36 the afternoon of May 28 while en route to his home from Urbana. The front of his car was mashed in, Mr. Offenbacher receiving numerous cuts and bruises. It is believed the driver of the other machine lost control of his car, causing the accident.

Clyde, O.—The George M. Slessman & Sons Co. commemorated the opening of its new feed mill June 3 with a grand opening celebration that lasted thruout the week. A special feature was free grinding of 500 lbs. given each customer. The firm has completed installation of a new 40-h.p. hammer mill and 1-ton feed mixer at its elevator and is ready to do all kinds of feed grinding and mixing. A complete line of feeds, concentrates and ingredients is carried.

Fremont, O.—The Sandusky County Farm Bureau Co-op. Ass'n has opened a grain grinding and feed mixing headquarters at its warehouse just off U. S. Highway 20 at the west edge of Fremont. The machinery has been installed so that trucks and conveyances can drive inside the former Fremont Metal Body Co. building acquired some time ago by the Farm Bureau. C. E. Biehler, manager of the county co-operative is active director of the new grain grinding and mixing unit.

Defiance, O.—The Miller Feed Co. has started operation of its alfalfa mill installed in the old Box Co. plant. Altho the oven and furnace of the new plant are now located in the open, they will be covered eventually with a corrugated steel building. Capacity of the plant will be approximately 20 tons per day of green hay. The plant will handle between 40 and 60 tons of sun-cured hay each day, it is estimated. Power for the plant is furnished by three 105-h.p. diesel engines. Glenn L. Miller operates the Miller Feed Co.

Bryan, O.—R. W. Dachsteiner, manager of the soybean department of the Bryan Transfer Elevator, returned to his desk June 3 after spending about one month cruising the Mississippi River, for his vacation. He travelled in a glass enclosed boat, making the trip enjoyable and pleasant regardless of what the weather was outside.

Columbus, O.—Manufacturers and distributors of mill and feed products will hold an exhibit on the mezzanine at the Neil House during the session of the Ohio Grain, Mill & Feed Dealers Ass'n convention June 16-18 inclusive. The Ass'n has planned for special entertainment for ladies in attendance on June 17. The dinner-dance to be the social highlight of the meeting. Speakers for the convention include Harry Sain of the State Industrial Commission; Herman Fakler, Chicago, and Stanley LeBroune, chief of feeds, seeds and fertilizer division of the department of agriculture.

TOLEDO LETTER

Cargill, Inc., has enlarged its Toledo office by leasing additional space in the Produce Exchange Building.

Paul Atkinson, Norris Grain Co., New York, N. Y., has been transferred to the company's Toledo office. Mr. Atkinson has made application for membership in the Toledo Board of Trade.

Thirty-five Toledo Board of Trade members were guests at a dinner party held May 28 in the Commodore Perry Hotel at which honor guests were Gus. Loebel of the Continental Grain Co., Maumee, who will move to Columbus, and Paul Atkinson of the Norris Grain Co., new manager of the company's local office.

OKLAHOMA

Ada, Okla.—An electrical damage loss was incurred at the Ada Milling Co. plant on May 20.

Banner, Okla.—The Banner Co-op. Elvtr. Ass'n charter has been amended and extended for 20 years.

Dacoma, Okla.—A. W. Glasgow reported a small loss sustained as the result of damage to his plant by recent high winds.

Duke, Okla.—A 25,000-bu. addition is being built to the Adair Morton Grain Co. elevator. Troy Warren is local manager.

Pond Creek, Okla.—The Farmers Grain Co. will have its new 60,000-bu. concrete elevator ready for the new crop movement.

Augusta, Okla.—The Glasgow Grain Co. sustained a small loss as the result of damage to its plant from recent high winds.

Stillwater, Okla.—A. W. Jacob, extension economist, is conducting a study on co-operative elevators owned by farmers thruout the state.

Tulsa, Okla.—The Durrett Milling Co., Inc., has been chartered; capital stock, \$20,000; incorporators, W. A. Delaney, S. M. Durrett, Sr., and Sam D. Durrett.

Oklahoma City, Okla.—The Farmers Alfalfa Milling Co. of Arkansas has been granted an Oklahoma charter. Service agent is Bruce McClelland, Jr., of Oklahoma City.

Hennessy, Okla.—The Farmers Elvtr. Ass'n passed a motion at its recent annual meeting authorizing amendment of the articles of incorporation to permit storage of grain.

Vinita, Okla.—For the second time in two years, the Dillon mill and elevator was burned May 28 together with about 40,000 bus. of grain. Origin of the fire was unknown.—J. H. G.

Waukomis, Okla.—The Waukomis Co-operative Supply Co. has built an office and installed a new 30-ton, 34-ft. platform scale at its elevator. The old office building was torn down.

Norman, Okla.—Fire believed to have started from a spark in the grinding machine recently burned the roof of the Roy Bowers Mill, one-half mile east of Norman on State Highway 9. It was reported that machinery and feed in the plant were not damaged and the loss is small.

Blackwell, Okla.—The new 32½x28-ft., 130-ft. high headhouse built on the 750,000-bu. reinforced concrete storage unit of the Midland Flour Milling Co., practically ready for the new wheat harvest, has 8 bins, two legs, a 6,000-bu. per hour cleaner, a 2,500-bu. hopper scale and other modern wheat handling and cleaning machinery. The reinforced concrete structure has been erected by Ryan Const. Co., and machinery installed by the owners.

Okarche, Okla.—The Dow Grain Co. has torn down its old elevator and is replacing it with a larger, modern structure. Oscar Dow is manager and owner.

Salt Fork, Okla.—The Clyde Co-operative Ass'n, Medford, Okla., purchased the two elevators which were owned by the Salt Fork Co-operative Ass'n. All new machinery is being installed in the North Elevator, which will include a new leg, head drive, electric power, etc. It is the intention to wreck the South Elevator.

Hydro, Okla.—New and modern machinery has been installed at the General Grain Co. elevator, making it one of the best equipped elevators in the state. A new overhead drive speeds up operation 100 per cent, and a new dump and motor for the air compressor are among the new installations, according to Sig Freeman, manager.

Hopeton, Okla.—Homer S. Ferguson, manager of the Fequay Grain Co. elevator, was electrocuted May 3 while attempting to repair his telephone near the elevator. The 'phone line ran by a high voltage transformer and Mr. Ferguson got a little too close to the transformer; the current drew him into it, killing him instantly.

El Reno, Okla.—A local meeting under auspices of the Oklahoma Grain & Feed Dealers Ass'n was held here the evening of June 5, with an attendance of 50. Pres. Dale Johnston and Sec'y E. R. Humphrey were present, Walter Schroeder presiding as chairman. General discussions of various grain and grain trade problems was carried on.

Kingfisher, Okla.—Repairs to the Burrus Mill & Elevator Co.'s huge storage elevator here, which was severely damaged by a dust explosion a few weeks ago, are nearly completed. Ryan Const. Co. is doing the work. Repairs include rebuilding of the cupola and conveyor gallery, installation of some new conveying machinery, and a new 2,500-bu. Howe Hopper Scale.

Watonga, Okla.—The local meeting was the last of five such gatherings sponsored by the Oklahoma Grain & Feed Dealers Ass'n held at Hobart, Clinton, Woodward, Alva and Watonga. The government loan contract, wheat improvement program and various other subjects were discussed, the attendance nearly equaling the registration at the annual convention, which shows the value of the district gatherings.

Eufaula, Okla.—P. L. Holbird is rebuilding his elevator, destroyed by fire Jan. 16, 1939. The structure is being constructed on the M. K. T. right of way, Luther McCoy the contractor. The building, measuring 36x124 ft. and constructed of wood and sheet iron, will be used for housing the mill's machinery and for grain storage. The present sales room will be extended 60 ft. in length. Work on both buildings is expected to be completed this month.

Enid, Okla.—The following new members have been enrolled by the Oklahoma Grain & Feed Dealers Ass'n: Bob Davidson, Pocasset Grain & Elvtr. Co., Pocasset; Alva Roller Mills, John Johntz, wheat buyer, Alva; F. B. Pitts, Farmers Grain Co., Watonga; E. R. Lehman, Geary Mill & Elvtr., Geary; R. H. Jordan, chief grain inspector, Oklahoma City; A. M. Spears, Farmers Union Co-op. Ass'n, Clinton; E. C. Wegener, Minco; Jim Smith of the Farmers Grain Co., Union City.—E. R. Humphrey, sec'y.

Lightning protection has been provided recently by the following Oklahoma elevator companies by the American Lightning Rod Co.: Rogers Mill County Co-op. Ass'n, Elk City and Carter; Farmers Elvtr. Co., (center elevator), Lahoma; Farmers Elvtr. Co., Ringwood; Farmers Co-op. Elvtr. & Supply Co., (north elevator), Newkirk; Bliss Co-op. Grain Co., (north elevator), Marland; Waukomis Co-op. Supply Co., (north elevator), Waukomis; Farmers Elvtr. Co., Ames; Farmers Exchange, Goltry, Okla.

Newkirk, Okla.—Standing on the site where, 45 days before the debris of a former elevator that burned March 3 littered the ground, the 60,000-bu. elevator of the Co-operative Farmers Elvtr. & Supply Co. is practically completed. New, modern machinery has been installed including a latest type grain cleaner located in the head house. The elevating leg has a handling capacity of 3,600 bus. an hour. The new structure will be opened for public inspection for one day when it is entirely completed. The Tillotson Const. Co. has the contract.

PACIFIC NORTHWEST

Worley, Ida.—Daniel & Mills' new 75,000-bu. elevator is almost completed.

Cashup (Thornton p. o.), Wash.—The Colfax Grain Growers are building a 70,000-bu. elevator. Arthur R. Wiley has the contract.

Odessa, Wash.—Ralph Gering, young rancher of the Menno area, is equipping the grain elevator at his ranch house for bulk grain.

Moscow, Ida.—The Moscow Elevator Co. is improving its grain receiving facilities with the installation of a Howell Electric Overhead Truck Lift.

Plaza, Wash.—Earl Woods, warehouseman of Plaza, Rosalia, Latah and Pine City, is building a grain elevator here, cost of construction approximately \$15,000.

Fairbanks (Oakesdale p. o.), Wash.—The Oakesdale Grain Growers will build a nine-bin cribbed type 50,000-bu. elevator here. Contract has been let to Louis Delivuk.

Belmont (Oakesdale p. o.), Wash.—The Oakesdale Grain Growers are rodding their local elevator, strengthening the weak spots which showed up in the new type of construction last year.

Medford, Ore.—The Jackson County Feed Co. is building a warehouse at the rear of its main place of business on North Bartlett St., where the company will unite all of its departments in one location.

Spokane, Wash.—The Centennial Milling Co. will construct a driveway to its new \$1,000,000 mill at Trent and Crestline which will approach the mill from Crestline and provide facilities for all traffic to and from the street.

Waitsburg, Wash.—The Preston-Shaffer Milling Co. was honored by officials in charge of the running of the Waitsburg races when the 75th anniversary handicap, a feature of the 31st renewal of these races, was named after it.

Packard, Wash.—The new elevator for the Packard Farmers Warehouse Co. being built by the Hogenson Const. Co., will be ready for operation about July 1. The elevator will be 46 x 40 ft., and 112 ft. high, with a capacity of 100,000 bus.

Coulee, Wash.—The Farmers Union Grain Co. of Hartline has purchased the Dodd & Gill warehouse and an adjoining warehouse belonging to the George H. McDonald estate and is constructing an 80,000-bu. bulk grain elevator on the site.

Blakeley Station (Adams p.o.), Ore.—S. R. Thompson's 145,000-bu. grain elevator has been completed. Built by the Hogenson Const. Co., it is 121 ft. high, of frame construction covered with corrugated iron, and replaces the elevator that burned Feb. 16.

Pampa (La Crosse p. o.), Wash.—The La Crosse Grain Growers is equipping its new elevator with a Howell Direct Connected Geared Head Drive and Fairbanks Motor, Howell Roller Bearing Boot, distributing system, safety man lift, and Calumet Cups.

Medford, Ore.—Lester Irwin, local feed store proprietor, was reported missing from his home and business. The day following his disappearance the Albers Bros. Milling Co. of Portland filed a suit for \$5,600 assertedly due for merchandise delivered to the store.

Prosser, Wash.—Fred Kemp is building a loading and storage elevator in the rear of the Fry warehouse. The building will be 10 ft. high and will consist of two bins of 4,000 bus. capacity each. The elevator will be capable of handling 1,500 bus. of grain per hour.

Davenport, Wash.—John S. Huffman, 80, remembered by old time grain men as a grain buyer for the Spokane Flour Mills for many years, died May 17. His son, Charles, is in charge of the Portland office of the Grain & Seed Division of the U. S. Dept. of Agriculture.

Fairfield, Ida.—Harry Kunkel of Corral, Ida., is building two elevators here. Both plants will be modern in every respect, and will be equipped with the latest in grain handling machinery, including Howell Boots and Heads, bucket belting, Calumet Cups, screw conveyor, distributors and spouting systems.

Portland, Ore.—Balfour, Guthrie & Co.—Crown Mills held their annual get-together picnic Sunday, May 26, at the Oregon City Golf Club. Coming just after the Oregon Feed Dealers Ass'n convention, country agents of the company were invited to attend. Thirty-three men and 10 ladies took part in the golf tournament.

Mohler, Wash.—Art Tucker has succeeded C. L. Snider as manager of the United Grain Growers elevator. Mr. Snider recently resigned and will make his home at Opportunity.

Longview, Wash.—The Continental Grain Co. will forego the building of the addition to the Longview grain elevator because of the current status of the European war. The deal was called off just a few minutes before representatives of the company were to have signed contract with the Longview Port Commission.—F. K. H.

Seattle, Wash.—Regional meetings of the Pacific Northwest Feed Ass'n, Inc., will be held as follows: Inland Empire District, June 12, 7:00 p. m., Spokane Hotel, Spokane; Walla Walla District, June 13, 7:00 p. m., Marcus Whitman Hotel, Walla Walla; Board of Governors, June 17, 12:00 noon, New Washington Hotel; Seattle District, June 20, 7:00 p. m., Tonkins Cafe, Renton.—J. G. Wilson, manager.

Aberdeen, Ida.—The P. F. Funk Grain Co. is partitioning its warehouse and feed grinding room off into three large bins, each approximately 20 ft. sq. and 16 ft. high, holding 5,100 bus. each. Elevator legs will handle grain in bulk. A grain pit is being built in the building, centrally located to handle grain to any of the bins. The warehouse will be used as in the past to handle the company's barley and oats business, and feed grinding operations.

Oakesdale, Wash.—The Oakesdale Grain Growers are building a 50,000-bu. elevator here, Louis Delivuk the contractor. The structure will have nine bins, and will be of the cribbed type, with automatic scale at the top of the one leg elevating shaft. The estimated cost of the elevator is \$13,707, which is being built on the south end of the Grain Growers' flat house and so situated that wheat can be shipped either by Northern Pacific or Union Pacific railroad.

Payette, Ida.—The Christian Feed Mill is building a 30 x 50 ft. reinforced concrete and steel building, with full basement, which is expected to be ready for occupancy about July 1. Earl Christian, manager of the mill, stated the basement will provide space for grain storage, grinders, seed cleaner and corn sheller, and that new equipment will be added this fall. The company has been occupying quarters in the Stanton building on Seventh St. for the past several years.

Nez Perce, Ida.—New bins are being added at the T. E. Robinson elevator, of 75,000 bus. capacity. The new addition will measure 36 ft. x 50 ft. by 50 ft. high. The main elevator section, which is not being replaced, holds 75,000 bus. also. An automatic loading scale is being installed, the Nezperce Railroad Co. leveling its track around the plant for a smooth approach to the scale. In addition to the bulk capacity, there is a storage space for about 70,000 bus. of sacked grain.

Sunset, Wash.—The St. John Grain Growers, Inc., have started work on their elevator. The new plant will be modern in every way, and will be equipped with the latest in grain handling machinery, including Howell Roller Bearing Boot and Head, Aero-Flex Telescoping Pneumatic Truck Lift, direct connected geared head drive, Howell Verti-Lift Distributing System, rubber covered bucket belting, Calumet Cups, and a Howell Safety Man Lift. W. J. Morrell has the contract.

Asotin, Wash.—The 120,000-bu. crib elevator under construction for the last three months for Lewiston Grain Growers, Inc., has been completed, and is in readiness to receive grain. The structure is 65 ft. high and contains 23 bins for storage of bulk wheat. It is equipped for handling bulk wheat for water transportation along the adjacent Snake River as well as for truck hauling. Completion of the elevator augments the warehouses remodeled last summer, giving the Lewiston firm a combined storage capacity of approximately 580,000 bus. W. J. Morrell has the contract.

Vancouver, Wash.—Plans and specifications for the addition to the plant of the Great Western Maltng Co., Inc., are nearly completed. Morgan Kellet, superintendent of the plant, has announced, and a call for bids will be issued some time this month. If favorable bids are secured on the work, it is expected construction will start in July. Edward F. Carter, Vancouver, B. C., engineer, is making the plans which call for a warehouse with a capacity of about 6,000 tons for storage of malt before shipment by rail or over the Vancouver port dock. Preliminary estimates place the cost at about \$150,000.

Brewster, Wash.—Construction of the addition to the local Centennial Grain Co. warehouse and elevator will be completed by the middle of June. Six new bins were included in the improvements made, and an elevator head house, 55 ft. above the floor of the warehouse, with a 16 ft. deep pit. Damond Morris is local manager for the company.

Silverton, Ore.—L. E. Inman and G. B. Benton have asked the planning council to assist in securing financial aid for the Seifert Cereal mill, which, they explain, has plenty of orders ahead but lacked finances with which to purchase the raw material to prepare for the orders. A committee was appointed to investigate the mill and make a report on the matter to the chamber of commerce.

Quincy, Wash.—The Quincy Farmers Elevator Co. has purchased the warehouse and lumber yard formerly owned by the Milwaukee Grain Elevator Co., the first step in an expansion program contemplated for some time. The 50,000-bu. grain warehouse will be remodeled and entirely covered with galvanized steel siding. New footings constructed of concrete will be included in the repairs made. The lumber yard this fall will be moved to Front St., south of the Farmers' Elevator office where new sheds will be constructed. F. L. Huffman is manager and R. A. Spanjer, assistant manager, of the elevator.

SOUTH DAKOTA

Albee, S. D.—Frank Kaiser is the new manager of the Pacific Grain Co. elevator.

Howard, S. D.—The Boorman elevator has been torn down and the Farmers Union Co-operative Ass'n will erect a new one on the site.

Hazleton Siding (Meckling p. o.), S. D.—The Steele Investment Co. has guaranteed maximum protection for its elevator during electric storms by the installation of lightning rods on the structure.

Watertown, S. D.—The Watertown Co-operative Elevator Co. has been incorporated; capital stock, \$50,000; incorporators, August E. Zamow, Albert Andres, C. C. Kellogg, George H. Taecker and James L. Keenan.

Brookings, S. D.—The old mill property of George P. Sexauer & Son is being razed to make way for the new seed cleaning plant to be erected there. The new structure will be 80 ft. high and 32 x 63 ft. in size.

McLaughlin, S. D.—The McLaughlin Equity Exchange recently voted to join the co-operative ass'n and the elevator property will be transferred from its present ownership to the latter organization, obtaining funds from that source to retire the elevator's present indebtedness.

SOUTHEAST

Ozark, Ala.—The Dale County Farmers Exchange warehouse, filled with feed, burned May 24.

Hollandale, Miss.—The Merchants Co. of Jackson is equipping its local elevator with a Howell Overhead Electric Truck Lift.

Macon, Ga.—The Juliette Milling Co. is constructing a storage plant near Seventh and Popular Sts. The brick warehouse and office building will cover 23,000 ft. of floor space.

Columbia, S. C.—The Allen Bros. Milling Co. has completed construction of a large private office and waiting room, and the remodeling and enlarging of employees' office quarters.

Inverness, Miss.—The Planters Grain & Storage Co. is completing its new 600,000-bu. plant. The company is a subsidiary of the Mississippi Valley Grain & Feed Co. of Greenville, Miss.

Port Birmingham, Ala.—At this port on the Federal Barge Lines the Alabama Grain & Feed Co., subsidiary of the Mississippi Valley Grain & Feed Co., Greenville, Miss., is completing a 140,000-bu. plant.

Stewartsville (Goodview p. o.), Va.—The Stewartsville Roller Mills were destroyed by fire the night of May 15. Large quantities of feed and grain were lost in the fire. The plant was owned by J. J. Morgan.

Greenville, N. C.—The Blount Feed Mill was destroyed by fire May 21 which originated in one of the machines in the building and, because of the shucks, feed and hay stored in the mill, made rapid headway.

Roanoke, Va.—Roanoke City Mills, Inc., will increase its capacity 2,000 bbls. in readiness for the new crop movement. The plant mills 3,000 bus. table meal daily and has a feed plant with a daily output of 400 tons dairy and poultry feeds.

Clarksdale, Miss.—Efforts will be made to establish a grain elevator to serve the counties of Bolivar, Quitman, Coahoma, Tunica and Tallahatchie, according to action taken recently by the Clarksdale Chamber of Commerce. J. B. Snider, president of the Chamber of Commerce, pointed out that last year 1,200,000 bus. of oats were grown in the section expected to be served by the elevator.—J. H. G

TENNESSEE

Nashville, Tenn.—Miss Loree Freeland, J. L. H. A. and H. E. Freeland of the Freeland Flour Co., have bot the Haymarket Mills, corn meal mill, from John McGraw, owner of the Royal Flour Co. The mill for the last 46 years has been leased to C. E. Freeland, father of the sister and brothers, and E. A. Bugg will continue to operate it.

TEXAS

Saginaw, Tex.—The Burrus Mill & Elevator Co.'s plant was damaged slightly by recent high winds.

Sherman, Tex.—Harry L. Stover has been appointed assistant manager of the Fant Milling Co., succeeding George H. Wilson, who resigned.

Cooper, Tex.—The Cooper Grain & Grocery Co. is building a brick building on the southeast corner of the Crowder lot which it will occupy.

Raymondville, Tex.—The Herr Milling Elevator Co. has constructed a building to house new feed mill machinery and equipment and operation of the new feed mill started June 1.

Prosper, Tex.—Fire totally destroyed the Kimbell Milling Co. elevator housing an estimated 20,000 bus. of grain recently. Bins adjacent to the building were damaged slightly. Roy Skelton was manager of the elevator.

Iago, Tex.—The new feed grinding and mixing plant owned by Walter Richter is in operation. A 60 h.p. engine furnishes power for the grinder and molasses mixer which is well stocked with new feed mill machinery.

Beaumont, Tex.—E. J. Block, for many years connected with the Texas Star Flour Mills, Galveston, and more recently with the Texas Flour Corp. of New York, has become associated with the Josey-Miller Co., feed manufacturers.

Amarillo, Tex.—L. T. Mayhugh of Plainview was re-elected president and C. W. E. Bergner of Texhoma a director, at the annual meeting of the Producers Grain Corp. recently. N. P. Nelson is general manager of the organization, which is composed of 45 member grain co-operatives.

Houston, Tex.—Samuel Ernst McAshan, 79, head of the grain firm of S. E. McAshan & Co., died in his sleep early May 9. He entered the grain business at an early age, but, while remaining head of the grain company that bore his name, retired from active work several years ago.

Bells, Tex.—The Bells Flour & Feed Mill, owned and operated by Jesse Youree and Harve Gibson, was destroyed by fire May 22. Only a small amount of grain and feed was stored in the two-story sheet-iron building, which had been undergoing repairs in preparation for the grain harvest. Work of rebuilding the mill on a smaller scale will start at once.

UTAH

Logan, Utah.—The annual grain grading school was held at Utah State Agricultural College May 20, under the supervision of the college extension service in co-operation with the federal grain supervision service, the latter having three of its grain specialists there. Special demonstrations placed emphasis on the individual problems of dealers and farmers in connection with grain grading equipment and the analyzing of samples prepared especially for the meet. Other problems brought out included carloading, sampling cars, mechanical determination of dockage, weight per bushel, smut and moisture, methods of improving general quality

and increasing cash return from grains of the state, and factors that determine high and low grades in wheat as well as methods of improving the grades. Dr. O. J. Wheatley, college extension service economist, directed the meet.

WISCONSIN

West Sweden (Frederic p. o.), Wis.—An addition has been built to the feed house of the West Sweden Creamery.

Amery, Wis.—John Langenbach, 80, founder and president of the Northern Supply Co., feed and milling concern, died recently.

Princeton, Wis.—E. Breitenfeldt, who recently took over the Princeton Feed Grinding Mill, will install an attrition mill and a new diesel power plant.

Milwaukee, Wis.—The rates of interest for the month of June, 1940, has been determined by the Finance Committee of the Milwaukee Grain & Stock Exchange at 5%.

Milwaukee, Wis.—The Alpine Products Co. has been organized, to deal in grains, cereals, etc.; 100 shares, n.p.v.; LeRoy L. and George D. Labudde, Carl A. Houlton.

Fond du Lac, Wis.—The National Food Co. has been incorporated, to deal in grain, flour, feed, fuel, etc. Incorporators, D. R. Mihills, M. S. Mihills and L. J. Fellenz.

Madison, Wis.—L. F. Graber, widely known for his work in alfalfa development, has been named chairman of the department of agronomy of the University of Wisconsin.

De Pere, Wis.—Berken & Paque, hay dealers, are erecting a warehouse and feed mill west of the Northwestern yards. The firm also has purchased an elevator and is having it moved here.

Fennimore, Wis.—The Fennimore Roller Mills, owned by William Zimmerman and George Stitzer, was almost completely destroyed by fire May 21 with a loss estimated at \$15,000, partly covered by insurance.—H. C. B.—Business at the local mill will continue, the management announced.

Greenwood, Wis.—Burglars broke into the E. J. Crane feed warehouse at Greenwood and the O. W. Trindal feed warehouse at Loyal May 11 and then abandoned their car and loot in Marshfield after being pursued by a trio of young men. The burglars obtained an adding machine here and at Loyal an adding machine and check writer.—H. C. B.

1940 Barley Crop Loan

Loans will be offered on barley produced in 1940, the Department of Agriculture has announced. The loan will be available to any producer whose 1940 total acreage of soil-depleting crops does not exceed the total soil-depleting allotment or permitted acreage established for the farm under the 1940 agricultural conservation program. The loans will be made by the Commodity Credit Corporation.

Barley loan rates on the basis of farm storage will be: No. 1 at 35 cents a bushel, No. 2 at 34 cents, No. 3 at 32 cents, No. 4 at 29 cents, and No. 5 at 25 cents. A discount of 2 cents a bushel will be made for mixed barley. Tough, stained, blighted, smutty, garlicky, weevily, ergoty, or bleached barley will not be eligible for loans.

Collateral may be stored on farms in all states and in approved warehouses in California, Oregon and Washington. No storage allowance will be made for farm storage. Loan rates for warehouse loans will be 7 cents a bushel less than if the barley is stored on farms. This deduction represents the estimated average of storage charges which would be paid by the CCC on barley if delivered to the Corporation in satisfaction of the loan at maturity.

The market price of barley to U. S. producers on April 15, 1940, averaged 46 cents, which was 58% of the parity price.

Loans will be available until Dec. 31, 1940. The farm storage loans will be for a 10-month period from their respective dates but the warehouse loans will mature in 8 months or on April 30, 1941, whichever is earlier.

Field Seeds

Greenville, Miss.—Walcott & Steele have built an elevator of 75,000 bus. capacity with 30 bins for handling seed.

Chanute, Kan.—A marked expansion in the seed end of his business is planned by Dan K. Wickard of the Wickard Grain Co.

Omaha, Neb.—Stock of the Henry Field Seed Co. was damaged by fire May 15, believed to have been caused by a brooder stove.

Milford, Ia.—The Northwestern Seed Co. has removed to larger quarters in the King building, to handle the larger volume of business enjoyed by Manager Wm. Marcks.

Kentland, Ind.—Edward J. Funk & Sons, growers of hybrid seed corn, are taking bids on the construction of a modern, fireproof warehouse for which plans and specifications have been prepared by Fred Friedline.

Seattle, Wash.—Fred I. Heisterhagen, proprietor of the Market Bird and Seed Store, died May 18, aged 60 years. He has been engaged for several years in the seed industry in the middle west before coming to Seattle in 1926.

Monroe, Ia.—Lolo M. Orcutt, widow of the late George H. Orcutt, was appointed special executrix of his estate and authorized to become co-partner of the Orcutt Hybrid Corn Co. of which her husband was founder. John Warrick operated the firm with Mr. Orcutt.

Enid, Okla.—Palecek Mills have purchased a factory building across the street from their feed mill, and are remodeling it for a large warehouse and into a modern seed house with extensive cleaning facilities, including facilities for treating seed grain for prevention of smut.

Crown Point, Ind.—Jacob Weber died May 7 after two weeks' illness, aged 67 years. Born in Chicago, he went to Crown Point to succeed Frank Seberger in the seed business, which he conducted successfully for 34 years. He had been in frail health since his retirement in 1937.

Lincoln, Neb.—Reports from county and precinct assessors show 415,000 acres of farm lands infested with bindweed. The infestation is 96 per cent in the eastern part of the state. More than 13,000 farmers conducted some kind of eradication work last year. Clean cultivation was the most popular method used by 9,651 farmers on over 24,000 acres. More than 4,000 farmers reported using chemicals.

Seed Movement in May

Receipts and shipments of seeds at the various markets during May, compared with May, 1939, in bus., except where otherwise indicated, were:

FLAXSEED				
	Receipts		Shipments	
	1940	1939	1940	1939
Chicago	45,000	1,000	40,000	.....
Duluth	169,903	28	180,000	.....
Ft. William	59,363	29,998	95,567	1,222
Minneapolis	208,600	61,200	172,200	38,400
Superior	48,826	.....	90,255	.....
KAFIR AND MILO				
Hutchinson	1,300	22,100	.....	.....
Kansas City	35,000	78,400	58,800	114,000
SORGHUMS				
Ft. Worth	12,600	92,400	77,000	109,200
CLOVER				
Chicago, lbs.	150,000	135,000	195,000	45,000
Milwaukee, lbs.	49,410	40,000	1,095	15,585
TIMOTHY				
Chicago, lbs.	222,000	950,000	672,000	632,000
Milwaukee, lbs.	118,450	376,470	58,310	89,925

West Point, Neb.—The Yager Seed Co., of Fremont, bought out W. C. Kaup and alleges Kaup agreed not to re-enter the business. The company was denied an injunction by the district court, and the supreme court dismissed the action. Now the company has asked the supreme court to withdraw its opinion.

Griffin, Ga.—At the state experiment station near this place a new type of wheat highly resistant to leaf rust has been developed by Agronomist R. P. Bledsoe, who began work on its breeding 20 years ago. A cross between blue stem and Kanred, the new variety, has been named Sanford, after Chancellor S. V. Sanford of the University System of Georgia.

Brookings, S. D.—South Dakota farmers have expended, or will expend, more than \$9,000,000 for seed grains to plant their 1940 crops, Dr. A. N. Hume, agronomist for the South Dakota agricultural experiment station, estimated. More than one-third of this was spent sowing the winter and spring wheats, \$2,500,000 for oats and \$1,750,000 for barley, rye, \$600,000, corn, \$560,000, sorghums, \$362,500, and flax, \$270,000.

Sibley, Ia.—Average productivity of hybrid corn was 8.1 bus. to the acre better than that of the open pollinated variety in this county. Average yield per acre for the county was 64.2 per bushel for hybrid and 56.1 for open pollinated corn. Total production of corn in Osceola County the past crop year was 4,777,976 bus. Acreage seeded to corn totaled 78,595.6 acres of which 46,644.6 acres was planted to hybrid and 31,948.6 acres to open pollinated corn.

Operation of Federal Seed Act

By W. A. Davidson, botanist of U. S. D. A. grain and seed division, before Pacific States Seedsmen's Ass'n

CHEWINGS FESCUE.—We have received numerous requests from persons interested in the importation of Chewings fescue that the 75% pure live seed requirement be reduced. Difficulty has been experienced in importing seed of Chewings fescue with satisfactory germination. Research work done by the Department of Agriculture shows that the difficulty is due to the high moisture content of the seed either during transit or during the period of storage prior to shipment to this country. There is no provision in the Act permitting a reduction of the pure live seed content to meet this situation. We all know that the moisture content can be reduced.

We have been advised in the Department that officials in New Zealand are making every effort to develop the commercial drying of seed of Chewings fescue, and are studying the type of containers that are necessary to transport the seed successfully to this country. The officials in New Zealand have requested the Department of Agriculture to cooperate in their study and we are most happy to do so.

"PERENNIAL RYEGRASS."—We have been aware for some time that many importations of so-called perennial ryegrass were in fact mixtures of perennial ryegrass and Italian ryegrass. The new Federal Seed Act prohibits the importation of seed which is falsely labeled. We have corresponded with the officials in the countries that produce most of the ryegrass imported into the United States and it has been determined that perennial ryegrass should not contain more than 10% of seeds that produce seedlings which show fluorescence. It will be

the policy, therefore, both with that imported and in interstate commerce to expect seed of perennial ryegrass to contain not more than 10% of fluorescence. Seed producing as much as 15% of fluorescence will be interpreted as containing 5% of Italian ryegrass, and therefore as consisting of a mixture of ryegrass that should be represented as much as such or merely as ryegrass.

BLUEGRASS.—The Department has received inquiries with respect to the possible exemption of freshly harvested bluegrass seed from the requirement that seed be labeled as to germination when shipped in interstate commerce. This matter has been given careful consideration. It is recognized that in years of short supply freshly harvested seed may be in early demand for seeding purposes. Germination tests may be made in a manner to produce prompt germination, but even under such circumstances tests for bluegrass seed require 28 days.

It may be found advisable by regulation to exempt freshly harvested bluegrass seed from the label requirements for germination. It is thought that in the event this is done it would apply only to shipments made during the month of August, 1940. In the event the exemption should be made it would be suggested that buyers of bluegrass seed buy on the basis of test to be furnished subsequent to shipment.

Seeds Exempt from Illinois Sales Tax

J. N. Sluis of Chicago, on behalf of himself and other seedsmen in Illinois, petitioned the court for an injunction restraining state officials from collecting the retailers' occupational tax on sales made to market gardeners and farmers.

The Superior Court of Cook County on May 16 ruled in his favor, holding that sales of seed by seed dealers to market gardeners, farmers and others engaged in the tillage of the soil as a business are not subject to the occupational tax.

This upsets the regulation by the State Department of Finance that such sales were not for resale and were subject to tax.

If demanded by the State, seedsmen must continue to pay the tax until the Superior Court decision is sustained by the Supreme Court, to avoid interest and penalties.

Payments, if made, should be noted as under protest, so recovery of amounts paid can be had when the decision is affirmed by the Supreme Court.

Sales to home gardeners who do not sell, but consume the crop, are subject to tax.

Pacific Seedsmen Enjoy Stay at Catalina Island

After a welcome by Malcolm Renton of Catalina Island and a response by Earl Humphries for the Pacific States Seedsmen's Ass'n Pres. W. R. Schoenfeld began the business session May 27 by remarking:

Pres. W. R. Schoenfeld's Address

Competition has become keener and profit margins have become less satisfactory. Increased state and federal regulation, increased taxes, increased wages, shorter working hours, and lately the prospect of government competition in the seed industry, have presented problems to us that can only be solved by intelligent and enlightened management and leadership.

These problems also emphasize the importance today of co-operative activity and the consequent value of strong regional and national associations.

Excellent results were obtained by the com'ite appointed to work out a plan of co-operative activity between the California Hay Grain & Feed Dealers Ass'n and the P.S.S.A.

Compliance with the Federal Seed Act will necessarily increase the cost of doing business for all seedsmen engaged in interstate commerce. Increased laboratory personnel will be required and increased clerical work. Larger stocks of seeds must be carried to enable prompt shipments of tested seeds to be made at peak periods. Seed cleaning plants in many instances must be modernized and the most efficient types of equipment must be installed, thus increasing investment in fixed assets. These

costs can be met only by securing proper profit margins on our merchandise.

W. A. DAVIDSON, U. S. D. A., Washington, D. C., reviewed the Federal Seed Act.

G. R. HYSLOP, Oregon State College, began Wednesday morning's session with a talk on "Grass and Field Seed Production on the Pacific Coast."

Betty Atwater, Los Angeles, delivered an address on "Seeds and their Characteristics."

Officers elected for the ensuing year are: A. E. Engbretson, Astoria, Ore., pres.; E. D. Martin, Guadalupe, Cal., vice-pres.; E. E. Soderberg, Los Angeles, sec'y-treas.

Directors including the foregoing are: Alec Cellers, McMinnville, Ore.; Dale Chipman, Portland, Ore.; and Bert Wilson, Mount Vernon, Wash.

Handling Government Pea and Hairy Vetch

N. E. Dodd, western director of the A.A.A., has submitted to a com'te of seed dealers at Corvallis, Ore., the government contract for handling seed peas and hairy vetch.

County com'tes of the A.A.A. will make the contracts with the dealers.

Dealers are asked to accept 25c per hundred-weight for handling, give free storage for 30 days and accept 15c per ton per month after that time.

The dealers desire that a time limit of Nov. 30 or Dec. 30 be set for storage, with a guaranty by the government to take out the seeds by that time.

Also the dealers feel that they should not bear the expense of bags for re-sacking nor stand the re-sacking charges.

Imports of Seeds

Imports of agricultural seeds during April and during the 10 months prior to May 1, compared with like periods a year earlier, as reported by the U. S. D. A., have been as follows, in pounds:

	April		July 1 to May 1	
	1940	1939	1939-40	1938-39
Alfalfa	380,600	339,100	3,285,500	3,177,500
Barley	5,800	.....	201,800	.....
Beans, Mung	93,200	.....	119,100	.....
Bentgrass	2,000	5,600	123,200	126,800
Bluegrass, an'l	.....	300	4,100	10,700
Bluegrass, Can.	.....	.....	25,400	9,600
Bluegrass, r'gh	40,500	4,900	824,100	641,000
Bluegrass, wood	.....	500	2,900	4,900
Brome, smooth	665,000	154,000	3,605,300	2,174,900
Clover, alsike	.....	.....	440,500	7,100
Clover, crim.	327,900	.....	5,401,100	4,590,600
Clover, red	55,100	94,500	137,700	598,100
Clover, subt.	.....	.....	900	1,500
Clover, suckling	.....	.....	34,700	54,900
Clover, white	20,900	58,500	734,000	2,294,800
Corn	100	.....	100	.....
Dogtail, crested	600	.....	12,300	2,000
Fescue, Chew.	44,700	22,000	793,400	620,800
Fescue, meadow	.....	18,800	26,600	67,100
Fescue, other	22,100	49,700	132,800	324,300
Flax	600	.....	600	.....
Grass, Bahia	.....	600	44,100	17,200
Grass, carpet	.....	.....	200	12,400
Grass, Dallis	5,300	.....	90,700	135,100
Grass, Guinea	.....	.....	60,000	23,200
Grass, molasses	.....	.....	88,800	2,200
Grass, orchard	3,000	200	287,800	1,726,600
Grass, rescue	.....	.....	2,400	47,900
Grass, Rhodes	1,200	16,200	91,800	86,700
Grass, velvet	.....	.....	7,400	24,300
Kudzu	1,200	3,500	9,300	5,500
Lupine	.....	11,000	.....	17,400
Medick, black	.....	.....	107,200	59,100
Millet, Jap.	123,200	.....	789,900	.....
Mixtures, alsike and alfalfa	.....	.....	15,900	.....
Mixtures, alsike and timothy	.....	.....	34,300	32,700
Mixtures, grass	20,300	.....	62,100	300
Oat	5,010,100	.....	8,825,500	.....
Rape, winter	263,600	528,300	4,900,900	6,601,700
Ryegrass, Italian	.....	2,200	292,200	23,500
Ryegrass, per.	31,800	73,900	655,600	510,800
Sourclover	.....	.....	35,000	.....
Soybean	2,100	.....	2,900	.....
Sweetclover	124,900	1,075,100	3,585,400	9,955,900
Timothy	200	300	16,200	900
Vetch, common	.....	.....	249,000	937,700
Vetch, hairy	.....	5,500	2,684,900	4,792,400
Vetch, purple	.....	.....	1,000	.....
Wheat	70,100	.....	239,200	.....
Wheatgrass, crested	218,000	159,500	1,379,800	493,400
Wheatgrass, slender	33,000	1,400	110,800	82,200

Utah Seed Council Active

Meetings of the Utah Seed Council have been held quarterly since its organization in April, 1939.

At a recent meeting in the office of the State Board of Agriculture at Salt Lake City, the by-laws were changed to make the meetings come in February, May, August and November, on the first Saturday of those months. The annual meeting is to be the first Saturday in November instead of April, when it is planned to have a joint meeting with the Utah Crop Improvement Ass'n at the time of the Inter-Mountain Seed Show, Nov. 8 to 14.

A motion was adopted that the State Board of Agriculture be asked to check on the dissemination of weed seeds in various types of small grains being sold thruout the state and traded among the farm population.

Victor P. Rasmussen presented several reels of colored movie film taken on seed certification, crop improvement and noxious weed control in various sections of the state of Utah by the Utah Crop Improvement Ass'n.

Program of Southern Seedsmen

The Southern Seedsmen's Ass'n will hold its 22d annual convention June 19, 20, 21, in the Jefferson Davis Hotel, Montgomery, Ala.

After the address of Pres. R. E. Lambert, Jr., Frank S. Love will present his report as sec'y-treas., followed by

"Progress of State Seedsmen's Ass'ns," by Stuart C. Simpson.

"Quantity and Price Differentials on Garden Seeds," Louis B. Reuter.

"Grass Varieties, Why Not?" Dr. Glenn W. Burton, U. S. Exp. Sta., Tifton, Ga.

"A.A.A. Distribution of Legume Seed in the South," E. L. Deal, Washington, D. C.

"Black Scourge" and "Seeds of Prosperity," educational films, by J. Hunter Gooding, Jr.

"Field Seed Crops in the Northwest," Alec Cellers, chairman Oregon Seed Shippers Com'te.

"Our Land and Our People," P. O. Davis, director Alabama Extension Service.

"Distribution of Flower and Garden Seeds as Premiums," A. J. Biggio.

"Results of Recent Tests with Plant Hormones and Vitamin B," Dr. E. W. McElwee, Alabama Polytechnic Institute.

"Federal Seed Act and Regulations," W. A. Davidson, U.S.D.A., Washington, D. C.

Victory Oats Are Outstanding Foundation Stock

Oats seed of high quality has emanated from experiment stations under various names; but in tracing back their pedigree it will be found that their superiority is derived from Victory parentage.

This has been true for years past and of the two new oats recently announced by two different state breeding stations, claimed to be the best yet produced, both have Victory as one of the parents.

Since the war started it is reported all United States experiment stations have been requested to send samples of their oat strains to the California Institute of Technology, and of all the oats received the genuine Svalof Victory grown in this country was found to have the best all around quality for the Avena test.

Beginning in 1888 at Svalof, Victory was the first outstanding white oat. The Victory is a pure line selection. It went into the Svalof trials in 1900, and was first put on the market in 1908.

To Victory goes the credit of having taken all the grand championships, but two or three, since the International Grain Show started in Chicago. A photograph of this remarkable oat is reproduced on outside front cover page this number.

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Buyers and sellers of
Sweet Clover, Alfalfa, Lespedeza, Clovers, Timothy, Grasses, Fodder, Seeds, Sudan Grass, Soy Beans, Cow Peas
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Program Seed Trade Ass'n

After the address by Pres. R. A. Edwards and report by Sec'y C. E. Kendel on June 24, most of the time of the convention of the American Seed Trade Ass'n at the Palmer House, Chicago, will be taken up by com'te reports.

T. Maurice Scott will report for the membership com'te; Henry J. Kling on resolutions; J. Geo. Mann on traffic; Jas. H. Burdette on associate membership; Wm. P. Wood, Jr., on Junior Seedsmen; Kercheval E. Smith on seed testing; H. H. Miller on experiment stations; A. L. Bibbins on regional and state ass'ns; L. M. King on wage and hour act; P. C. Williams on lawn grass; W. R. Hastings on All America Council; Ed. F. Mangelsdorf on dues; Francis C. Coulter on history; J. W. Mathys on vegetable research; A. W. Livingston on legislation; Jas. H. Burdett on National Garden Bureau; Curtis Nye Smith on international seed trade relations; Harry Candy on postal laws; Marshall H. Duryea on customs and tariff; H. G. Hastings on garden seed arbitration; Richard Burn on farm and grass seeds arbitration; Ed. F. Mangelsdorf on education.

Tuesday questions on the Federal Seed Act will be answered by C. W. Kitchen and W. A. Davidson of the U. S. D. A.

Officers will be elected Thursday forenoon. The Farm Seed Group will meet in the grand ballroom at 2 p. m. Tuesday.

Other group meetings are: executive, Sunday, 11 a. m.; All-America Council, Monday, 11 a. m.; Junior Seedsmen, 12:30 p. m., Monday; mail order and retail, 2:30 p. m. Tuesday; wholesalers and growers, 2 p. m. Wednesday; commission box, 2 p. m. Wednesday.

The entertainment will include the President's reception Monday evening, ball game Tuesday evening, with refreshments for the ladies after the game at the plant of the Michael-Leonard Seed Co., luncheon and style show for the ladies Monday noon.

Pollination of Alfalfa

The individual blossom of alfalfa is irregular in shape with one part in the form of a "keel." When the small flower first opens, the essential reproductive organs are clustered together in a slightly arched or bowed column caught and held by a part of the keel. If these parts are released at the right period, the bow straightens and the parts spring upward and spread out, and fertilization can take place. Release of this staminal column is called "tripping."

Scientists are not fully agreed as to whether tripping is essential before pollination can take place. Neither are they agreed as to what proportion of the flowers may "trip" automatically. There is general agreement that insects are an aid to tripping and that alfalfa will not set a heavy crop of seed unless a good share of the flowers have been tripped.

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Clover and Timothy Seeds
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Grain Carriers

The Pere Marquette Ry. is building a large car ferry to operate across Lake Michigan.

Grain and grain products were loaded into 29,432 cars during the week ending May 25, against 33,910 cars during the like week of 1939, as reported by the Ass'n of American Railroads.

Merrill, Wis.—The grain door manufacturing section of the planing mill of the Kinzel Lumber Co. was saved with small damage when the remainder of the plant burned May 30.

Shippers Advisory Board meetings will be held by the Central West at Omaha, June 18, 19, by the Pacific Northwest at Seattle June 24, 25, and by the Northwest at Duluth June 24, 25.

The river and harbor bill, H.R. 6264, was vetoed by the president May 21. He said expenditures on some of the 151 projects could be postponed, and that he would entertain bills for individual projects.

Dallas, Tex.—Opposition to the proposed new transit rules was voiced unanimously at a recent joint meeting of the Industrial Traffic League with grain shippers from Fort Worth, Wichita Falls, Galveston, El Paso and Amarillo.

Coarse grain rates, reduced to compete with trucks, from Iowa, Nebraska and Missouri to Missouri, Kansas, Colorado and Nebraska, published in Western Trunk Lines Tariff No. 383 and other tariffs, to expire with June 30, have been extended to expire with Oct. 31, 1940.

The Interstate Commerce Commission began hearing argument May 21 on I.&S. No. 4208, grain to and from southern points. Nuel D. Belnap and C. E. Childe insisted the railroads should make the proportionals available on ex-barge shipments instead of confining them to shipments from other railroads.

A reduction from 28 to 24c in the thru rate on whole grain from central Illinois to Atlantic ports for export was agreed upon May 15 by the C. F. Ass'n and W.T.L. Com'ite to become effective July 1. It will not apply to soybeans. The rate is published in Jones I.C.C. No. 3356, supplement No. 25. The purpose is to compete with the St. Lawrence River route via Montreal.

Truckers Under Wage Law

By 5 to 4, the Supreme Court of the United States on May 27 decided that the working hours of the more than 200,000 employes of motor carriers, excluding drivers, were subject to the wage and hour law.

As to drivers, the court upholds the contention of the Interstate Commerce Commission that only drivers and those whose activities affect the safety of operation are subject to its jurisdiction.

The Interstate Commerce Commission has decided that "private carriers" of property, operating motor vehicles interstate, will be subject to federal regulations prescribing qualifications and maximum hours of service of drivers, and standards of equipment, with certain exceptions, from and after Aug. 1, 1940.

With certain exceptions, all private motor truck owners are ordered to comply with the Commission's Safety and Hours of Service Regulations now in effect for common and contract carriers.

Driver salesmen are covered by the regulations. Hours of service regulation is modified to provide that no maximum on-duty time regulation shall apply to driver salesmen who spend more than 50 per cent of their time in selling.

The Houston Post and Traffic Bureau objects to the proposal of the Santa Fe and other lines to narrow the differential to New Orleans over Galveston on export grain from Oklahoma, Kansas and Colorado. The new tariffs would reduce the 5-cent Oklahoma differential to one and two cents.

A deficit of \$299,949.51 for 1939 was the result of operations of the government Inland Waterways Corporation. Tonnage on the Mississippi River system decreased from 2,395,454 in 1938 to 1,894,916 in 1939. Expenses borne by the government and that would have been paid by a private corporation were \$60,037.88, not including any interest on the investment now worth \$24,692,283.12.

Duluth, Minn.—The heavy shipping during May via the Great Lakes shows signs of slackening, according to the daily outloadings by elevators and new boat chartering by vessel brokers. The recent peak rate of 3½c paid on wheat to unload at Buffalo quickly brought about a sharp decline in the figure by shippers pulling out and new boat offerings. Present rate is 2½c and not much business being done.—F.G.C.

Toledo, O.—Clare B. Taft, transportation commissioner of the Toledo Board of Trade, returned recently after spending a week in Washington where he represented, before the Interstate Commerce Commission, Toledo's interests in the general grain case. This is the case in which rates on grain from Toledo to the Carolinas are said to be discriminatory. Mr. Taft argued the case orally before the Commission and filed a brief in the case.

Letting of substantial 1940 ore contracts to "independent" fleets (those not operated by the steel companies) has reduced the number of ships available for moving grain from the head of the Great Lakes to Buffalo and charter rates, as a result, have advanced. A ship has been booked to move corn from Chicago to Buffalo at 2¼ cents a bushel, a ¼-cent rise from the current charge. Another ship is scheduled to move a Duluth-to-Buffalo cargo in early June at 3½ cents.—G.E.T.

Portland, Ore.—Virtually idle for 17 years, after its construction, and never really busy until two years ago, the Dalles Celilo canal is now enjoying a rush of cargo traffic greater than many persons ever expected when the big ditch was completed in 1915. In fact it is now getting so busy that lock tenders are being forced to work overtime, to pass wheat

barges. During the first four months of 1940 a total of 897 boats and powered barges passed thru the Celilo locks and canal.—F.K.H.

In 1919 the railroads had 2,400,000 freight cars; but during the latter part of that year there was a car shortage. In 1929 they handled 20 per cent more freight with fewer cars; but there was no car shortage. In 1939 they handled 91 per cent as much freight as in 1919; in the latter part of the year the 1919 level was regained; they had 690,000 fewer cars; but there was no car shortage. The average speed of freight trains, including all stops, in 1919 was 10 miles an hour; in 1929, 13.2 miles; in 1939, 16.7 miles.

The Patman bill to impose a graduated tax on chain stores is not favored by farmers, consumers or any substantial group of fair-minded businessmen, Edward J. Noble, assistant sec'y of commerce told the chairman of the House ways and means com'ite.

Work for Truck-Competitive Rates

C. H. Stout of Gilman is chairman of a joint com'ite of the Illinois Grain Dealers Ass'n and the Illinois Farmers Grain Dealers Ass'n for the purpose of securing from the rail carriers adjustments from their present grain rate structure that will permit the country elevators to meet truck and barge competition.

Present freight rates are simply greater than the traffic will bear and must be reduced. This is the reason for the forming of this transportation com'ite, but the success of this com'ite will be largely determined by the co-operation of all grain shippers, and I want to ask those who are losing grain to the truck to write me a letter setting forth that fact and telling the amount lost as pertains to the 1939 crop, and whether it was trucked to a terminal or river point. This com'ite wants accurate information so that they can make a statement of facts when they go before the carriers, and back these up by your letters.

By good hard work this com'ite hopes to secure the reductions necessary to save the country grain buying business for the elevators. It can and will be done if shippers give us co-operation and wholehearted support.—W. E. Culbertson, sec'y Illinois Grain Dealers Ass'n, Delavan, Ill.

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Feedstuffs

Winchester, Ind., June 1.—Dairy feed business is dead and hogs are so cheap they are not buying much supplement just now. Never saw the dairy feed trade any less at this time of the year. Poultry crop is at least 30% less than it was this time last year. The severe winter kept hatcheries from starting to hatch and the cold weather kept people in this part of the country from buying baby chicks.—Goodrich Bros. Co., P. E. Goodrich, pres.

Chicago, Ill., May 21.—Heavy sales of flour have resulted in mills automatically taking a long position on millfeed. It would be illuminating to many millers to calculate their average feed credit on undelivered sales, and compare it with present prices and with the feed futures. Being long a big slug of feed in May is a lot different from being long the same amount in the average July. The decline in feed the past week or so had not been in proportion to the decline in grains, to say nothing of feed prices being unseasonably high to begin with.—Millers National Federation.

Davis, Cal.—The one day Nutritional Conference between the feed trade and the Faculty of the Poultry and Animal Husbandry Divisions, University of California at Davis, was an outstanding success. So say everyone we have talked to of the more than 120 dealers who spent all Thursday, May 23d at the University Farm. The program was ably arranged and well handled thru the efforts of Dr. Geo. H. Hart, Davis; and Dr. Lewis W. Taylor, Berkeley. The research and educational staff members from Berkeley and Davis did a bang-up job, and we do not remember a dull moment thru the day. The Feed Industry showed its interest with

good attendance and the closest attention to a wide field of vital feeding subjects discussed.—I. J. Stromnes, sec'y California Hay Grain & Feed Dealers Ass'n, Sacramento.

Eastern Federation to Meet June 28, 29

The Eastern Federation of Feed Merchants will hold its convention at the Arlington Hotel, Binghamton, N. Y., June 28 and 29.

Dr. Alexander Schwarzman, who has traveled the world over and is now research director for Spencer Kellogg & Sons, Inc., will speak on "The Magic of Modern Science."

"Free Enterprise in Free America" is the topic of Dr. Allen A. Stockdale of the Nat'l Ass'n of Manufacturers.

"Salesmanship that Clicks," by R. C. Borden. "Dry Milk and Poultry Feed," by C. W. Sievert of the American Dry Milk Institute.

An "Information, Please" session will attract questions to stump the several experts present.

Adding Grinding and Mixing Increases Business Rapidly

E. E. Affholder, operator of three grain elevators at Oketo, Kan., under the name of Oketo Elevator Co., has handled feeds as a sideline for several years.

The feeds are kept in neat tiers separated by racks in a warehouse that has its door and its floor at truck bed height.

This spring Affholder equipped an unused building with a hammer mill and with a half-ton feed mixer. Altho this machinery was put in late in the season, he experienced a marked upturn in his feed business as an immediate result. "In the six weeks following installation," he says, "I found I did more feed business than during the entire preceding year."

A contributing factor, in Mr. Affholder's opinion, is the fact that he stocks both low priced and top quality feed concentrates for mixing with farm grown grains.

"Most farmers," he says, "elect to use the higher-priced, top quality concentrates to balance out their home grown grains. We sell from four to five times as much of the high-grade concentrate as we do of the lower grade."

Mr. Affholder's experience seems to be at variance with the opinions of others we've heard expressed from time to time. Maybe it is a matter of merchandising practice. For example, Mr. Affholder always keeps his stocks well filled, has for a farmer what he wants when he

wants it; and he never tells a customer the cheaper feed concentrate is as good as the higher priced quality concentrate.

Feed Mfrs. and Research Institutions to Co-operate

The directors of the American Feed Manufacturers Ass'n at the meeting at French Lick, Ind., appointed a com'te to establish and maintain contacts with agricultural colleges and experiment stations. More efficient and economical feeding is expected to result from closer relationship between these groups.

The com'te is composed of P. W. Chichester, Frederick, Md.; W. P. Frost, Buffalo, N. Y., and C. B. Fretwell, Spartanburg, S. C.

Feed Prices

The following table shows the closing bid price each week for July futures of standard bran and gray shorts, spot cottonseed meal and No. 1 fine ground alfalfa meal, in dollars per ton, and No. 2 yellow corn and No. 2 yellow soybeans in cents per bushel:

		Minneapolis		Kansas City	
		Bran	Midds.	Bran	Shorts
Mar.	2.....	21.50	20.75	16.60	20.50
Mar.	9.....	22.50	21.50	16.60	20.50
Mar.	16.....	23.00	21.50	16.35	19.50
Mar.	23.....	23.00	22.00	16.50	19.90
Mar.	30.....	23.50	22.00	16.40	20.40
Apr.	6.....	23.50	23.50	16.70	20.40
Apr.	13.....	24.50	24.50	16.50	20.25
Apr.	20.....	24.50	24.50	17.10	21.10
Apr.	27.....	24.00	24.00	17.10	21.25
May	4.....	24.00	24.00	17.15	21.00
May	11.....	23.50	23.50	17.70	21.80
May	18.....	21.50	22.50	15.60	19.25
May	25.....	20.00	22.00	15.15	19.00
June	1.....	18.50	21.00	14.50	18.00
June	8.....	17.00	19.75	13.75	17.30

		*St. Louis		Chicago	
		Bran	Shorts	Soybeans	Meal
Mar.	2.....	19.45	22.25	113½	29.20
Mar.	9.....	19.50	22.25	118½	31.20
Mar.	16.....	19.20	21.75	111½	29.20
Mar.	23.....	19.40	21.85	112	29.20
Mar.	30.....	19.50	22.60	110½	29.20
Apr.	6.....	19.65	22.00	106¾	29.20
Apr.	13.....	19.50	22.25	106¾	29.20
Apr.	20.....	20.25	23.10	108¾	29.70
Apr.	27.....	20.35	23.25	107¾	30.20
May	4.....	20.35	23.15	109¾	29.50
May	11.....	20.70	23.35	108¾	30.70
May	18.....	19.00	21.65	91	27.70
May	25.....	18.20	21.00	89½	30.50
June	1.....	17.40	20.15	85½	25.90
June	8.....	17.00	19.30	81	25.20

		Cottonseed Meal		Kansas City		Chicago Corn
		Ft. Worth	Memphis	Alfalfa		
Mar.	2.....	37.00	30.50	23.50	58½	58½
Mar.	9.....	37.00	30.50	23.25	58¾	58¾
Mar.	16.....	37.00	29.00	23.25	57¾	57¾
Mar.	23.....	37.00	30.20	23.25	59	59
Mar.	30.....	37.00	30.50	23.25	58	58
Apr.	6.....	37.00	30.50	23.25	59¾	59¾
Apr.	13.....	37.00	30.50	23.25	62½	62½
Apr.	20.....	37.00	30.50	22.75	67¾	67¾
Apr.	27.....	37.00	31.25	22.25	67½	67½
May	4.....	37.00	31.25	22.50	68	68
May	11.....	37.00	30.50	21.75	70¾	70¾
May	18.....	37.00	28.05	22.25	65	65
May	25.....	37.00	27.50	21.50	69	69
June	1.....	37.00	27.00	21.00	65½	65½
June	8.....	35.00	26.00	.....	66¾	66¾

*St. Louis bran, basis Chicago delivery; shorts, St. Louis delivery.

Imports and Exports of Feeds

Imports and exports of feedstuffs during March, and for 3 mos. ending March, 1940, and 1939, as reported by the Bureau of Foreign and Domestic Commerce, were as follows, in tons of 2,240 lbs., except where noted otherwise:

	IMPORTS			
	1940	1939	1940	1939
Hay*	7,759	5,895	22,860	13,945
Coconut cake†	13,781,521	8,045,839	32,517,357	27,769,334
Soybean cake†	2,000	1,861,000	5,057,187	6,280,567
Cottonseed cake†	2,096,077	747,831	10,802,186	5,031,731
Linseed cake†	52,000	1,154,000	136,000	3,761,066
All other cake†	1,180,000	3,186,900	5,553,150	6,020,488
Wheat fds.*	38,208	27,215	108,109	68,573
Beet pulp*	112	1,655	903	4,149
Tankage	2,172	4,109	8,596	11,153
Fish-scrap	8,208	6,882	20,806	16,353

	EXPORTS			
	1940	1939	1940	1939
Hay	455	400	1,084	915
Cottonseed cake	.....	.....	.....	1
Linseed cake	15,525	22,958	44,832	66,479
Other oil cake	.....	300	.....	1,220
Cottonseed meal	100	347	419	879
Linseed meal	407	750	1,690	2,280
Soybean oil cake meal	9,471	3,208	23,129	10,696
Other oil meal cake	2,127	43	9,406	916
Fish meal	52	24	95	67
Mxd. dairy & poultry fds.	1,167	832	2,397	2,611
Oyster shells	2,002	4,906	4,166	13,151
Other prepared & mxd. fds.	147	156	805	703
Other feed bran	4,951	1,116	6,829	4,724
Kafir, milo (bus.)	1,096	1,096	12

*2,000 lb. ton. †Pounds.

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Feed Manufacturers Hold Largest Convention

A. F. SEAY, St. Louis, chairman of the board of directors, called the 32d annual convention of the American Feed Mfrs. Ass'n to order May 23, in the French Lick Springs Hotel, French Lick, Ind., with the largest attendance in the history of the Ass'n, 420 having registered.

The work of the com'te on research and education the past year was praised by Mr. Seay for its investigation of complaints to manufacturers about poisonous feeds killing animals, birds, and chickens, claiming large amounts as

various states in the administration of these laws; by checking and advising members regarding new state laws and amendments to existing feed laws and by working with the Feed Control Departments and other officials of various states in the interest of securing uniformity in state laws and simplifying such laws so that proper control and inspection of feeds may be insured with the least cost and trouble to manufacturers, consumers and State Control Officials.

The Ass'n keeps its members informed as to research and experimental work in the feed industry and on all subjects relating to animal nutrition, endeavoring to improve the methods and practices of the industry in the manufacture and distribution of its products and promoting a spirit of public service and responsibility among the members of the industry.

GROUP MEETINGS.—During the past year your President has attended district or group meetings of feed manufacturers thruout the country, ranging from New England to Texas, at which both local and general problems have been made the subject of addresses, conferences and discussions which have been well worthwhile. Conferences and meetings have been held with feed control officials, government officials and others connected in many ways with the business of our industry, and have been part of the year's work.

NATIONAL FEED WEEK, OCTOBER 14 TO 19.—Your Ass'n this year is going beyond a mere endorsement and is actively sponsoring and accepting the responsibility for National Feed Week. The fact is that National Feed Week has really become too big a proposition for a few individuals to sponsor and handle and so the Ass'n has stepped in. Those who have been working on this project in the past will be at our righthand and we know that help will be available as always from the trade papers, radio and other avenues of publicity; also that our members will most thoroly cooperate.

SURRENDER OF TRANSIT BILLING.—A new unit rule providing for surrender of commodities on a group unit basis was proposed by us, and, as a compromise, a rule of this character was published by the western and southwestern roads but due to some changes made by the railroads in the set-up of this rule it was unworkable and unsatisfactory, so that our shippers were not able to use it. After much controversy and conference with the railroads, an amended rule was submitted by us and finally agreed to by the railroads, and this was published effective in April, 1940, bringing about a reasonably satisfactory conclusion to several years' work on the subject.

J. FRAMPTON KING, Atlanta, pres. of the Ass'n of Feed Control Officials, delivered an address on "Some of the Ills of Feed Control and What the Manufacturers Can Do to Remedy Them," which is excerpted elsewhere.

MISS AUBYN CHINN, mid-west director



R. M. Field, Pres. American Feed Mfrs. Ass'n.

damages. In 999/10 of the cases research disclosed that the real cause was not the feed.

Letters and other data collected by the com'te have been published in a booklet, which Mr. Seay said "should have a very wide distribution." Letters were received by the com'te from every state in the Union, accepting 100 per cent the statement that feeds are not poisonous and do not kill animals.

PRES. RALPH M. FIELD, Chicago, thanked the membership for the splendid co-operation which has made possible the growth of the Ass'n.

Pres. R. M. Field's Report

Pres. Field referred to the printed report of the activities of the staff, which he had printed and distributed, stating that:

The Ass'n is the only national organization of feed manufacturers and as such the industry must look to it for general information concerning all branches of the industry. In 1933 the Ass'n had 113 members, today it has over 300 with branches located in 40 states. The membership includes over 80% of the wholesale feed manufacturers of the country—that is those manufacturers who do a carload transit business and sell to dealers for resale.

The 1937 Census of Manufactures shows for prepared feeds a total value in round figures of \$414,000,000.

SERVICE TO THE INDUSTRY.—The Ass'n now in its 32nd year serves this very important industry by providing it with economic and trade information upon a tremendous variety of subjects; by representing it in matters of national legislation and in contacts with governmental departments and agencies; by providing its members with a complete digest of all state and other feed laws, with up-to-date information regarding regulations issued by the

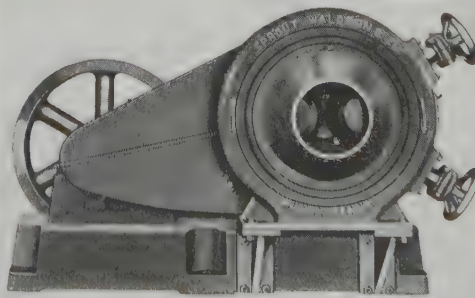
of consumer relations for the Borden Co., spoke on "Meeting Present Consumer Attitudes in the Feed Business," giving statistics on the organized efforts of consumers to learn all about the factors that go to make up the cost of given

Fernando Ideal Greens



Only Fernando Ideal Poultry Greens are guaranteed for carotene content, at time of manufacture. Dated for Freshness. Check the tag on every bag!

**FERNANDO VALLEY MILLING & SUPPLY COMPANY
VAN NUYS, CALIFORNIA**



SIMPLEX PELLET MILL

NORTH CENTRAL REPRESENTATIVES:

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Rochester, Minnesota**

**MORGAN L. WOODRUFF,
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MUNCY, PA.

COMPLETE FEED MILL MACHINERY

EXTRA PROFITS FOR FEED MILLERS

Feeders in increasing numbers are recognizing the advantages of pellet feeds. At left, feed manufacturers see the opportunity for extra profit and are equipping to meet the demand for pellets. Many have installed the Simplex Pellet Mill, for in this Sprout-Waldron equipment they know they will get greatest output per horsepower, steadiest performance, least upkeep. Write for descriptive literature.

articles. "The members of this ass'n can make a valuable contribution to the factual type of advertising by seeing that facts of scientific research are not overstated and that they are translated into simple, understandable terms for the average buyer of feed who is interested financially in results at low cost."

The nominating com'te presented the names of the following as 7 directors to take the place of 7 retiring from the board of 21, and they were elected: W. P. Bomar, Fort Worth, Tex.; P. W. Chichester, Frederick, Md.; Ellis T. Early, Cincinnati; J. W. Keller, Philadelphia; H. L. McGeorge, Memphis; O. M. Straube, Kansas City, Kan., and W. S. Young, Waverly, N. Y.

Holdover directors are: C. A. Coddington, Cayuga, N. Y.; Troy V. Cox, Seattle, Wash.; C. B. Fretwell, Spartanburg, S. C.; W. P. Frost, Buffalo, N. Y.; H. L. Hammond, Boston; Searle Mowat, Detroit, Mich.; Frank S. Sheets, the G. E. Conkey Company, Cleveland, O.; J. B. DeHaven, Chicago; H. Roy Eshelman, Lancaster, Pa.; L. R. Hawley, Chicago; C. C. Lewis, Buffalo, N. Y.; A. F. Seay, St. Louis; W. D. Walker, Chicago; C. S. Woolman, Hales & Hunter Company, Chicago.

A resolutions com'te was appointed by Pres. Seay, as follows: C. S. Woolman, Chicago; Harvey E. Yantis, Minneapolis, and L. S. Rifford, Cayuga, N. Y.

PRES. R. M. FIELD: A regional director of the Wage and Hour Division told a meeting of millers and feed manufacturers in South Carolina that if an outside salesman did any other work except selling he was to be construed as coming under the law limiting his hours to 42 per week. Mr. Fretwell wrote to me and to the Millers National Federation and we succeeded in getting a ruling from Washington that the statement was not correct, that an outside salesman was exempt if more than 50 per cent of his work was put in on selling. If he did a little work on the side, as collecting or service to the customers, it would not interfere with his exemption.

Another regional director addressed a meeting of the California Hay, Grain & Feed Dealers Ass'n, stating that retail feed dealers would come under the law since they were handling interstate products. We figured that a retail feed dealer was just like a retail grocery store or retail drug store. They all handle interstate products. This regional director took the extreme position with respect to a retail feed dealer that he was not selling products for consumption, but was selling products for use, that the feed bought by the farmer was fed to produce milk which he sold.

The California people took it up with me and I took it up with Washington, and in this I had the help of the Millers Federation, with the result that they overruled the gentleman in California, and a retail feed store would not be subject to the Wage and Hour Law.

I know that among some of the larger members of our industry there are men employed in clerical work who may get as high as \$300, \$400 to \$500 a month; and under the strict application of the Wage and Hour Law that should be translated into so much per hour. If they work over 42 hours per week, that should be paid overtime time and one-half, which is ridiculous and not what was intended in the law.

H. L. McGeorge introduced the next speaker, Capt. Walter Chandler, mayor of Memphis, as having earned his first commercial dollar as shipping clerk for the old Webb & Maury grain elevator on the river bank at Memphis. Mayor Chandler's address on "Futures Trading in Vegetable Meals on the Memphis Merchants Exchange," will be published later.

DR. L. A. MAYNARD, chief in the laboratory of animal nutrition at Cornell University, conducted a round table discussion on the subject, "The Need for Fat and Vitamins in Dairy Rations."

Friday morning Dr. Hunter of Allied Mills presented a moving picture of "Vitamins on Parade."

CHAIRMAN SEAY: I am sure it would be interesting for you folks to know we have now the largest membership ever in the history of the Ass'n. It is some 304 or 305. I know that your display of interest is very encouraging to your board of directors and your officers.

Chairman Woolman of the resolutions com'te read the resolutions thanking those who had contributed to the success of the convention and they were unanimously adopted.

MR. FIELD announced that the Board of Directors had chosen the following officers for the ensuing year:

J. B. Haven, Chicago, chairman of the Board of Directors; H. L. Hammond, Boston, vice chairman; R. M. Field, president and sec'y; W. R. Anderson, Milwaukee, treas.; C. A. Coddington, Cayuga, N. Y., councillor to the Chamber of Commerce of the United States. Executive com'te: A. F. Seay, St. Louis; H. L. McGeorge, Memphis; O. M. Straube, Kansas City, Kan.; C. C. Lewis, Buffalo, and L. R. Hawley, Chicago, with the chairman and vice chairman members ex-officio.

BURTON BIGELOW, New York, sales counselor, gave a valuable talk on employment, organization and supervision of a sales organization in his address on "Twelve Sales Betterments I Would Consider if I Were a Feed Manufacturer," which will be published later. Among his suggestions were: Hire men with both sales and feeding experience. Train and educate those men in all angles of feeding, so they will be balanced salesmen. See that those salesmen are properly supervised in the field. Have sales contests with incentives and rewards every month. Get reports from your men and give them back in an analyzed form.

Convention Notes

The Buffalo delegation of 40 arrived in three special sleeping cars.

J. M. Adam represented Anheuser-Busch, Inc., St. Louis, Mo.

The Denver Alfalfa Milling & Products Co.

was represented by F. K. Patterson and Al Wilson.

A whole day before the meeting 200 had registered at the hotel.

The Quaker Oats Co. was well represented by L. R. Hawley, Chas. R. King, Angus Mac-



EAR CORN CRUSHERS

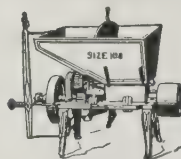
Bulletin 920 deals with the problem of feeding hammer and attrition mills. Send for your copy today—it's free.

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BOWSHER Crush Grind Feed Mills Mix

Rapidly crush ear corn (with or without husk) and grind all the small grains; either separately or mixed—mixed as they are being ground—not before or after. This saves time and labor.

"COMBINATION" MILLS



Use the famous Cone-Shape burrs. Light Draft. Large Capacity. Solidly Built. Long Life. Special sizes for the milling trade. Sacking or Wagon Box Elevator. Circular on request.

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Corn Gluten Feed, Corn Oil Cake Meal,
Brewers' Dried Grains Malt Sprouts
ANHEUSER-BUSCH ST. LOUIS



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Ralph Wells & Co.
Monmouth, Ill.

The First One Unit Soy Bean Processing Plant Built. This 6,000 bushel country grain elevator was converted into a busy, single-exPELLER unit (expanded since to two expellers) by building a two-story addition to house the soybean processing machinery.

Engineering, rebuilding, and machinery by
NEWELL CONSTRUCTION & MACHINERY COMPANY
CEDAR RAPIDS, IOWA

Experienced builders of soybean processing plants of all sizes.
Write for full information.

donald, Geo. A. Macdonald, H. C. Mills and A. C. Peterson.

A. C. Barbeau, Jr., represented the S. Howes Co., Silver Creek, N. Y.

Rains hampered outdoor activities, as during the preceding two conventions.

L. F. Brown of the Mineral Feed Mfrs. Ass'n came from St. Petersburg, Fla.

S. W. Coleman, L. Y. Horton and W. R. Nay represented the Mallinkrodt Chemical Works, St. Louis.

The Purina Mills of St. Louis were represented by F. E. Boling, Lloyd Hedrick, Buffalo, and A. F. Seay, St. Louis.

New York, N. Y.—The American Ass'n of Cereal Chemists at its annual meeting here elected Claude F. Davis, Noblesville, Ind., pres. Dr. Chas. N. Frey, New York, was elected vice-pres. J. M. Doty, Omaha Grain Exchange, was re-elected sec'y. Perie Rumold, Kansas City, Kan., was elected treas. The next convention will be held at Omaha, Neb.

Americanism is Keynote of Badger Feed Dealers

The Central Retail Feed Ass'n gathered at Milwaukee 600 strong June 3-4 for its fifteenth annual convention. Hotel Schroeder was headquarters. The same enthusiastic spirit that has marked all meetings of this ass'n prevailed.

PRES. JOHN A. BECKER, Monroe, called the opening session to order in the Green Room Monday morning.

E. H. Hiemke, pres. of the Milwaukee Grain and Stock Exchange, after extending a hearty welcome, urged the dealers to attend the barley meetings to be held around the state, and the barley school to be held later at the Milwaukee Exchange.

CARL F. ZEIDLER, newly elected mayor of

Milwaukee, welcomed the delegates on behalf of the city and led in singing "God Bless America," his campaign song.

PRES. BECKER'S annual address was a rousing talk on Americanism and free enterprise, in which he referred to Reds and Pinks and their propaganda as termites eating away the foundation of our American institutions. He flayed planned economy and the many politicians who desire to discard, as horse and buggy methods, American institutions and individual enterprise which have made this country a world leader. As a remedy he urged that business men take a more active interest in politics and fight the false political philosophies.

NOBLE CLARK, assistant director, Wisconsin Agri. Experiment Station, in his address, "Research in the Service of Farmers and the Feed Industry," gave the history of the establishment of agricultural research and its accomplishments. He credited scientific research as the best tool for raising living standards and stated that half of one per cent of the money spent for unemployment relief would have gone far toward solving the unemployment problem if spent in public scientific research.

B. J. LOGAN, sec'y-treas., Deerfield, read his treasurer's report showing a healthy balance.

RAY B. BOWDEN, executive vice-pres., Grain and Feed Dealers National Ass'n, addressed the meeting on "Why We Get Together," from which we take the following:

Increasing Need of Trade Ass'n Work

WITH THE NATIONS of the world pushing forward to Armageddon in Europe, none of us can escape the fact that sharp and dramatic changes will come in our world and national economy in the years just ahead. Capitalism must meet the pressure of an economy regimented for military preparedness; gold must face the expansion of the barter system; the old forms of our democracy will see proposals for democratically chosen dictatorships; the traditional conceptions of religion and history will have to hold firm against a modern conception of might-makes-right. Much of the basic philosophy of the Christian religion will be tested in the years before us.

ONE THING IS CERTAIN:—few men will be willing to grope forward into the confusion of the coming years without the company of other men with similar interests. The next few years should show an unprecedented growth of trade association work. Our problems have moved from the local to the national field. Few of us can sit at home and actually determine the progress of our own business; the national program more and more dominates every local business. Scores of national laws now deeply affect the business of men who knew hardly a problem outside of their local competition a quarter century ago.

Here in the North Central region you are better equipped than men of your trade in some other areas. Your association for years has been strong under very able leadership. Most of you already know, the rest of you should know, that your Central Retail Feed Ass'n rates as one of the strongest of its kind in the country. It will be stronger in another year, because under the influence of world unrest you members will urge others to join in order that your organization may be strengthened in finances and numbers. I assume that additional firms will join as they see the growing threat of more strictly planned economy in the nation.

ASSOCIATIONS like this do not come into existence because some man or two wants an office and a chance to make a speech. Association work grows out of the need of men in a trade and represents the activity and interest of those men who first are able to look ahead intelligently. The leaders in a trade association are almost always the more successful individuals in the trade. In the Grain & Feed Dealers National Ass'n we have often checked this fact. Some of the outstanding grain dealers of the nation are giving freely of their time and their ability in committee jobs, without demand for praise and without any thought of advancement in office. They realize that association work is entirely a part of their business, and that it will prosper and return

Plant Operators Prefer STRONG-SCOTT EQUIPMENT because of their SOUND FEATURES

Pneumatic Attrition Mill

No feed is left in the grinding chamber after the mill has stopped. This eliminates a fire hazard that might exist in an ordinary installation, by an accumulation of feed.

Write for complete information.

Triple Action Dry Feed Mixer

Experience has proven that the horizontal mixer of the ribbon agitator type is the most positive mixing device in existence and that it will out-mix any other type of mixer.

That's one of the many reasons why the Strong-Scott gets the call.

Everything for Every Mill, Elevator and Feed Plant

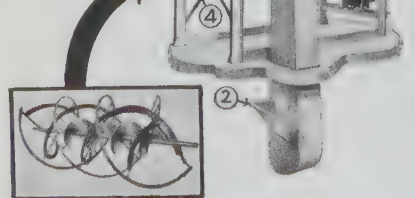
The Strong-Scott Mfg Co.

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Minneapolis Minn.



Inset: Note that the inner ribbon is made wider at the discharge end to prevent feed piling up.



dividends only as they give their time and interest to it. Some of our most prominent officers have been elected against their own wishes, for they knew it meant an unusual amount of work and responsibility, some additional financial burden to themselves, little expectation of praise, and certainty of criticism.

IF THIS NATION goes into a planned economy for military preparedness, it will be difficult in the years ahead to make money, and more difficult to keep it from the tax collector. We are all willing to take our share of the national burden, but the failure of a business will help neither the owner nor the government. There will be a severe testing of business; in some lines the less efficient would soon be crowded out without mercy. The ones who survive will be, largely, those who keep best informed, best known and most efficient. They will be the business leaders who have built up these associations by their memberships; they will be kept informed by a well paid and carefully chosen secretary; they will be known and respected throughout the business world for their integrity and efficiency, as well as for their interest in trade affairs.

SEC'Y DAVID K. STEENBERGH distributed copies of his annual report from which we take the following:

All in the feed and grain business, are worrying about what and how to buy with markets as unsettled as they are but what would we do, if located in Europe, where our mail was censored, our finances frozen and our plants destroyed or in danger of destruction.

We are engaged in an essential industry. Men must eat, whether at war or peace, and consequently there must first be feed for our poultry, dairy cows and other farm animals.

The one consolation for us as Americans is that we live in the United States. Here we still have the blessing of peace and more individual liberty than is enjoyed anywhere else in the world. Let us cherish and be ready at all times to guard these privileges of citizenship.

As long as we maintain our American standards and freedom, I can't help but be impressed with the fact that serious as the war in Europe unquestionably is, it is not as bad for our businesses as some of the practices within our own industry for which we have only ourselves to blame.

We quarrel among ourselves as relentlessly as any of the nations of Europe. We cut prices, extend free services, seek special advantages and "put it on the books," all to meet competition, when the real place to meet competition is at an association convention, around a table, where we can settle our differences and maintain our margins on a friendly, live and let live, basis.

YEAR OF PROGRESS: Meeting for the 15th annual convention of the Central Retail Feed Ass'n, your executive secretary is again able to report a year of progress. Our numerical strength was increased more than 10 per cent and financially, we lived within our income adding approximately \$400.00 to our surplus which is now slightly in excess of \$1,600.00.

MEMBERSHIP: The greatest need of our organization still is more members. We only have approximately 25 per cent of the feed dealers of our territory within the ranks when we should have at least 75 per cent.

Last year, simultaneously with the celebration of National Feed Week, we conducted a membership campaign. This campaign, carried on by our present members, increased our strength by 39 firms. A similar campaign should be repeated this year and will be three or four times as effective if each one of you will determine to do his part.

OUR ASSOCIATION is organized for the mutual aid of our membership and the consequent betterment of the entire industry. The dues are nominal and so, in order to achieve our objectives, we must function as a cooperative with every member putting his shoulder to the wheel. Many of our members seem to forget this fact, do nothing themselves and yet ask for special service way beyond the present possibilities. As an example of this attitude, I will refer to a member located in northeastern Wisconsin whose resignation was received just as I was starting this report.

This member bought part of a car of linseed meal from a free lance salesman which was never delivered and so he complained to the association. We wrote the salesman and one of his jobbing connections on Dec. 13. Both replies, one denying the sale and the other any responsibility, were forwarded to our member who then sent us his confirmation and names of three other dealers interested in the same car.

We wrote these other dealers and obtained their files, all of which clearly showed that the sale had been made and confirmed, and so we went after the salesman again but to no avail as he still denied confirming the order.

This was reported back to the complaining member and the entire matter presented to directors of the association. The directors, after examining the file, voted to refer the file to the Salesmen's Club with the recom-

mendation that this salesman be denied further membership in this affiliated organization.

Please don't ask the association to do the impossible. Remember that we are a "cooperative" and only as strong as the collective strength of our active members by which we mean the members who are doing their part.

TRUCKER PEDLARS: Last year, we were engaged in an effort to secure legislation to license and regulate itinerant merchant truckers. Such a law, sponsored and supported by our organization, was finally passed and became effective Jan. 1, 1940. If enforced, this law would definitely protect the legitimate dealer from unfair trucker-pedlar competition but it is not being enforced and very few licenses have been issued to date. For this reason, we have as one of our convention speakers, Hugh M. Jones of the Motor Vehicle Department, which is charged with administration of the law.

FERTILIZER TROUBLES: While the Honor Roll is still working effectively in accordance with its original objective, it seems to have broken down completely insofar as fertilizer is concerned. We still have plenty of farmer fertilizer agents and there is more price cutting on fertilizer than ever. Within the next 30 days, your association will make a survey among all Wisconsin dealers asking about fertilizer agents, prices, etc., so that a course of action may be determined for next year.

CONSUMER RELATIONS: One of the activities of your association is to promote a better appreciation of the feed industry among your customers and all agricultural workers. That is why we introduced the 4-H Club project awards several years ago. No new awards were made during the past fiscal year as too many former awards were still to be presented but 24 awards for work done during 1939 will be announced next month.

PRES. BECKER appointed committees on Auditing: A. H. Lois, Bassett; J. H. Vint, Union Grove; W. J. Borst, Brooklyn.

Resolutions: H. H. Humphrey, Wausau; R. H. Kaercher, Watertown; F. W. Liethen, Appleton; J. H. Murphy, Burlington; E. J. Cashman, New Richmond.

Nominations: D. R. Mihills, Fond du Lac; Colby Porter, Fox Lake; J. E. Davis, Amery; Roland Reinders, Elm Grove; R. R. Farley, Janesville.

Monday Afternoon Session

CLIFFORD V. GREGORY, ass't publisher, Wisconsin Agriculturalist and Farmer, discussed the "Outlook for the Farmer and Feed Dealer." He predicted that the obstacles of the Johnson Act would be removed, thereby creating a good foreign demand, and that the rearmament program at home will greatly accelerate domestic demand. He advised the dealers to avoid the jitters and to keep aggressively after business.

FEED INFORMATION, PLEASE! A special question and answer program was staged and broadcast over a radio hookup with Tom G. Dyer, master of ceremonies and C. W. Sievert, program director. Dr. G. B. Bohstedt, head of dept. of animal husbandry, University of Wisconsin; W. B. Griem, Wisconsin Feed Control; Frank Holt, White Laboratories; Dr. A. J. Pacini, Archer Daniels Midland Co., and Dr. Chas. Van Horsen, General Mills, experts, answered many questions on feeds, vitamins, feed regulations and feeding practices. Several questioners were rewarded five dollars for stumping the experts.

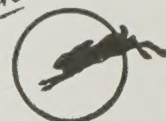
HON. JAMES A. REED, former senator from Missouri, ripped into Pres. Roosevelt with

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FORMULAS**
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Protein, Fat, and Fibre
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Alfalfa
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Use more of it—it's healthful



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MILLING & PRODUCTS CO.**

Merchants Exchange
ST. LOUIS

LAMAR, COLO.

CHICKENS TURKEYS

Their Feed and Care

Helping your farmer patrons to increase their profits from their flocks will also increase your business. These authoritative books will aid you when advising them.

POULTRY PRODUCTION—Lippincott and Card
A book complete with information needed in the successful raising of poultry. Newly revised. 603 pages, 215 illustrations. Weight 4 lbs., price \$4.00 plus postage.

PRACTICAL POULTRY FARMING—Hurd
Revised and enlarged edition, up-to-date. Contains all important discoveries in poultry production made in recent years. 480 pages, 200 illustrations. Weight 2 lbs. Price \$2.50 plus postage.

POULTRY HUSBANDRY—Jull
Contains a background of the poultry industry, the fundamental principles involved in various poultry practices, and important economic factors in producing and marketing poultry products. 548 pages, 167 illustrations. Weight 3 lbs, price \$4.00 plus postage.

TURKEY MANAGEMENT—Marsden and Martin
Because of the recognized ability of the authors, this, the first complete, non-technical treatise on turkey production should prove of great value to both large and small producers. 708 pages, 17 chapters, appendix and thorough index, 120 illustrations. Weight 3 lbs, price \$3.50 plus postage.

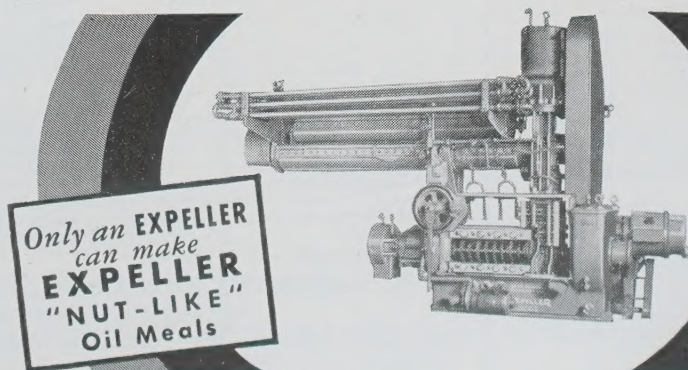
Nothing is more productive of profit than healthy poultry. These books will aid you in encouraging your patrons to raise the better types. Order them today.

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can make
EXPELLER
"NUT-LIKE"
Oil Meals**

**Expellers—the greatest
value in pressing
equipment—backed
by 48 years experience
in building continuous
presses for pressing
oleaginous seeds and nuts,
and cracklings. Write for
details.**

THE V. D. ANDERSON CO.
1956 W. 96th St. • Cleveland, Ohio

characteristic Reed prose, in his stirring address "The Way Back."

"The apologists for the administration present figures showing that with respect to national defense we have substantially the same number of men and guns that we had six years ago," snorted Reed. "But we are not on an equality with the conditions which existed when Mr. Roosevelt took office. We are 30 to 45 billion dollars weaker than when Mr. Roosevelt was inaugurated. Wars are fought not alone with men, but with resources. The debt piled upon this country is just that much subtracted from our ability to defend ourselves."

"The proper comparison then is the numerical strength of the army in 1933, minus a debt of 15 billion dollars and the same number of men in 1940, minus a debt of 45 to 60 billion dollars. If we were to engage now in a war we would be just 30 to 45 billion dollars weaker than we were when the great experimenter concluded to prime the pump, to waste our substance and to carry forward a scheme which he himself has stated is 'sufficient to put shackles upon the American people.'"

BURTON BIGELOW, sales management consultant, talked on "The Knack of Selling More." He referred to feed merchandising as a non-existent art and laid down ten points for a better selling program, including selling on the loading platform, more field selling, mail sales promotion, telephone solicitation, point of purchase display, knowledge of feeding practices, educational meetings for feeders, accessible location, proper inventory, and intelligent use of mfr's resale men.

DR. W. R. GRAHAM, American Dairies, talked on cereal grasses and illustrated with slides the feeding qualities of various cereal grasses as supplements to mixed grain rations.

The Milwaukee Banquet

More than 600 delegates and guests gathered in the Crystal Ball Room of Hotel Schroeder for the annual banquet and dance. After an excellent dinner an elaborate floor show was provided through the courtesy of the Milwaukee Grain and Stock Exchange. Attractive favors were given each lady by the Exchange.

Tuesday Morning Session

PROF. GEO. BRIGGS, University of Wisconsin, in a discussion of barley, stated that if Wisconsin farmers are to realize what they should from barley they must raise the type that maltsters prefer. He announced the barley meetings to be held in the state. Careless use of combines and threshers has done much unnecessary damage, he stated, and he advised against skinning barley in an effort to get weight. He said that good seed is the foundation of the state program and urged that farmers withhold harvesting until the grain is fully ripe to insure mellowness.

EDGAR L. WARREN, Dept. of Labor, discussed "The Wages and Hours Law," and his endeavor to answer the many questions brought on heated discussion and very little enlightenment to the dealers.

HUGH M. JONES, Wisconsin Motor Vehicle Dept., explained the provisions of the Wisconsin Itinerant Trucker Law which is administered by his dept. He believes that the law is working out very effectively in spite of the handicap of having only 38 inspectors, and asked the dealers to file complaints with local district attorneys on any violations. He stated his belief that the high bond required was keeping itinerants out of the state, and said that they have received only 15 applications, and only 5 were able to make the bond.

RESOLUTIONS ADOPTED

H. H. HUMPHREY, reported the following resolution, which was unanimously adopted:

WHEREAS, the handling of barley by truckers is reaching large proportions to the detriment of the feed dealers and the grain exchange, and that two of the brewers seem to be the worst offenders, therefore, be it

Resolved that we hereby instruct our executive board to take proper steps to try to have

these breweries cooperate with the feed trade, which they can do by protecting the transit freight rate by at least four cents per bushel.

Resolutions were also adopted thanking the speakers for their participation in the program, the officers for faithful and efficient services, and the Grain Exchange and Blatz Brewing Co. for the entertainment and courtesies extended.

A. H. LOIS read the report of the auditing committee, which was approved.

DON MIHILLS presented the report of the nominations committee, naming the following directors who were unanimously elected: J. A. Becker, Orrin Trindel and Albert Zutter.

At a meeting of directors the following officers were elected: Pres. John A. Becker, Monroe; V. P., Paul Gebert, Jr., Merrill; Sec'y-Treas., B. J. Logan, Deerfield; Executive Sec'y, David K. Steenbergh, Milwaukee.

Blatz Blowout

As a fitting climax to a splendid business program the visitors were entertained at Blatz Brewery with an excellent buffet lunch and unending quantities of Old Heidelberg. Fraulein Schmidt with her accordion led the jovial throng in old-world drinking songs. A. L. Klein, sec'y of the brewery, and John Russert, brewmaster, were hosts.

The Salesman's Club

The "eye opener" breakfast and annual meeting was held in the Pere Marquette Room at 8 o'clock Tuesday morning. Radio Commentator Phil A. Grau discussed the "News Behind the News" and entertainment was of the best. Officers were re-elected by acclamation: Pres., George La Budde, Milwaukee; V. P., F. Koos, Kenosha; Treas., Sievert Jensen, Monroe.

Convention Notes

Stratton Grain Co. held open house and this rendezvous was a popular oasis throughout the convention.

La Budde Grain & Feed Co. was again host in the club rooms where refreshments were served to the accompaniment of the Bavarian entertainers. Carnations and feathered Bavarian hats were given to the guests.

The Hobelbank, a Deutsch & Sickert institution, was operating as usual.

Nitragin Co.'s bar and buffet lunch was well patronized.

National Distillers Corp. kept open house.

The annual golf tournament at North Hills Country Club drew a large crowd Tuesday afternoon.

Gus Akerman, Bill Westerman and Bob Crawford were on hand with Oyster Shell cigars.

Poultry Scientists to Meet at Cornell

The 32d annual meeting of the Poultry Science Ass'n will be held June 26 to 29 at Cornell University, Ithaca, N. Y.

Organized in Ithaca in 1908, the association, which meets on some university campus each year, last had a convention at Cornell University in 1918. Its 1938 gathering was at Pullman, Wash., and last year at the World's Poultry Congress in Cleveland, O.

At the banquet on Friday evening, June 28, the association will award a \$100 prize for the best individual research of the year. In 1929 the winner was Dr. F. B. Hutt, present head of the Cornell poultry department. An honorable mention goes to the second place winner.

An award of \$1,000 by the Borden Company will also be made that evening to the poultry scientist judged to have done the most in poultry advancement the past year. The first award, in 1938, went to Dr. L. C. Norris of the Cornell University Agricultural Experiment Station.

Unlawful price fixing in the sale of chemicals, fertilizers, insecticides, fungicides and related items, is alleged in a complaint issued by the Federal Trade Commission against the Agricultural Insecticide & Fungicide Ass'n, New York, and against five co-operating corporations. One of the fungicides distributed by defendants is copper carbonate used in dust treatment of seed wheat.

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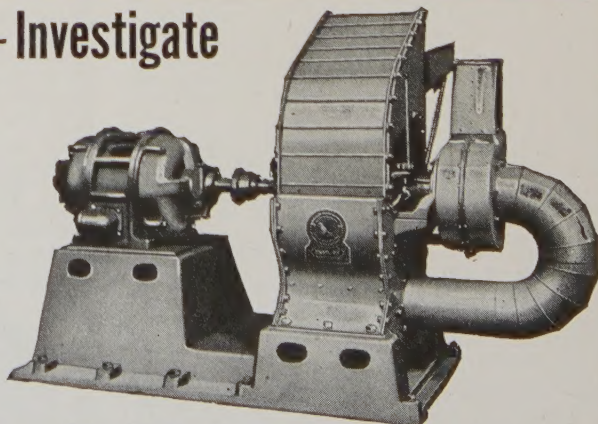
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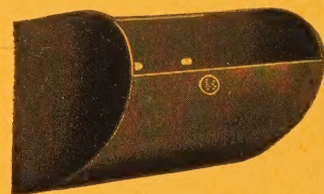
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